Trade and Industry

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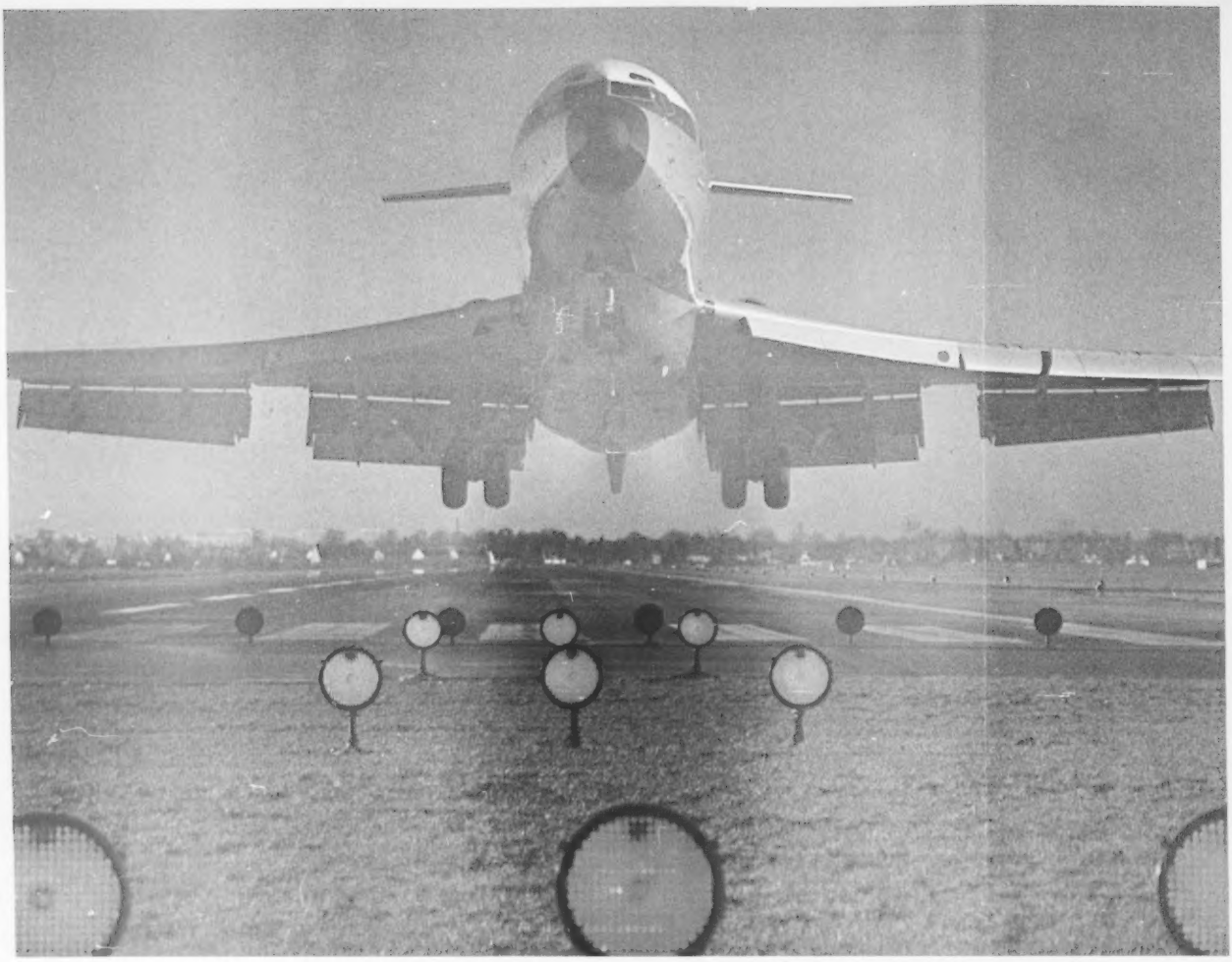

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30 June 1978

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HOME

Varley to put more trade unionists on BSC board

Eric Varley, Secretary of State for Industry, said on Tuesday (27 June) that he aimed to increase substantially the number of trade unionists on the British Steel Corporation's main board by the early autumn. Speaking at the annual conference of the Iron and Steel Trades Confederation in Scarborough he emphasised the government's view that if it was to make a success of the steel industry, then it needed to secure the co-operation of all who were involved in it in a common effort to identify and tackle problems. The views and efforts of the workforce were important in this task.

The corporation was of course an early pioneer in this field because from the outset of its existence there had been two members on the board with a trade union background and there had been a development of a system of detailed consultation with management at the divisional level. The stage was now reached when he had decided, and had informed the TUC Steel Committee, that it was now right to appoint a group of trade unionists to the main board of the corporation.

Since March 1974, said Mr Varley, the government had invested just under £2,000 million in new investments but the corporation still needed to invest to improve productive efficiency and the reliability and quality of its products. This was fully recognised by the government. Without this kind of investment, jobs would also be jeopardised because industry would eventually buy from other sources if the corporation became unable to supply the right product reliably. Therefore the government and the corporation had avoided both extremes of over-investment and of under-investment.

Priority would be given in investing in reliable new technology designed to improve product quality and customer service; essential replacements and schemes which balance primary and finishing facilities; cost reduction schemes and projects with a rapid pay-back; and spending on small schemes under £2 million at the maximum possible level where these are highly remunerative and can be executed quickly.

Search for young engineers continues

A further 'Young Engineer for Britain' competition would be held in 1979, Les Huckfield, Parliamentary Under-Secretary of State for Industry, announced in London on Tuesday (27 June). The 1978 competition was a double success, he said, both in the high number of entries and in terms of industry's support.

With 132 entries to-date, involving more than 200 young people, the 1978 competition had attracted from industry a wide range of imaginative prizes, some of which were job opportunities. The regional finals would take place in October. The competition was organised by the Department of Industry's Project-Engineering and Technologists for Tomorrow (Pett).

The desirability of industry's participation in such activities was emphasised by Mr Huckfield when he later spoke about his department's activities to interest more of Britain's able young people in pursuing careers in manufacturing. He was concerned that industrial companies should take the initiative, through local schools, colleges and education authorities, to improve young people's understanding of industry and the opportunities offered for worthwhile careers.

The young engineer competition was one facet of many activities being pursued by an industry education unit formed within the department. Around £300,000 over a three-year period was available to the unit to help and to stimulate action by organisations and groups working to develop closer links between industry and education (see *Trade and Industry*, 23 June, page 658).

Mr Huckfield added that the seriousness of the situation could be illustrated by the following figures put together by the British Association for the Advancement of Science. There were about 17 000 qualified engineers and technicians between the ages of 55 and 59, compared with 11 500 scientists in the same age bracket. Among the younger generation, this ratio was reversed. There were only about 38 000 qualified engineers and technicians aged between 30 and 34 as against 50 000 scientists. And, though the figures were less reliable for the 25 to 29 age group, the number of scientists was about 70 000, while there were only 45 000 young engineers. The ratio of science to engineering at 1.5:1 was the reverse of the ratio 25 years ago.

He believed that the tide might be just starting to turn. In 1977 the recovery of home students admissions to engineering departments, which had begun in 1974, strengthened and they climbed to slightly over the previous highest level. It was also encouraging to see the steady rise in women home students admitted, which in 1977 accounted for over 30 per cent.

Industry act interest rates up

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 were increased with effect from Monday (26 June).

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest-free period on a Department of Industry loan – but where firms obtain their finance from other sources – is increased from 12 per cent to 12½ per cent for each interest-free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is increased from 9 per cent to 9½ per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is increased from 12 per cent to 12½ per cent.

Aviation security levy of 90p likely

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping, said on Monday (26 June) that he hoped that the aviation security levy for 1979-80 would not exceed 90p per arriving passenger.

Answering a question in parliament he said that it was difficult to make firm forecasts of aviation security expenditure and of traffic at this range. The rate would be fixed towards the

Instrument engineering industry picks up

Output of the instrument engineering industry recovered slightly in 1977, regaining half the 4 per cent fall in 1976.

Out-turn last year was depressed by a poor fourth quarter, but early indications point to a recovery in the first quarter this year. The improvement in last year's output was concentrated in the scientific instrument sector of the industry.

The first report of a quarterly series of statistics on this small but influential industry is published today (page 762).

end of the year when draft regulations were laid before parliament. The rate of levy would not exceed 90 pence per arriving passenger unless there were very exceptional circumstances.

Government counters waterways recommendations

A stable and healthy future for Britain's waterways will best be achieved within the framework of the water industry. That is the government's view published on Tuesday in reply to the recent select committee report on the British Waterways Board. For this reason the government rejects the committee's recommendation that the proposal to merge the British Waterways Board into the new National Water Authority should be abandoned, and that ministerial responsibility for the affairs of the board should be transferred to the Department of Transport.

On the commercial role of the waterways, the government believes that the committee, in focusing very much on the freight transport function, has failed to give proper weight to the recreation, amenity, water supply and land drainage functions of the canals. Commercial traffic on the waterways has declined markedly since the early 1950s, especially during the late 1960s and early 1970s, from 211 million ton miles in 1953 to 43 million ton miles in 1976. Nevertheless the government is anxious to see as much development as is practicable of freight transport on the canals.

Call for holding technical book prices

Publishers are asked to exercise restraint in raising prices of technical books for a considerable period in a Price Commission report published on Tuesday (27 June).

The report – Price Commission Sectoral Examination Report No. 6: Prices, Costs and Margins in the Publishing, Printing and Binding, and Distribution of Books – says that of the 29 large publishers in the commission's sample, 84 per cent of their sales of technical books in 1977 were accounted for by seven publishers. The other 22 sold few technical books.

In 1975 the seven 'technical specialists' had a net profit percentage margin much the same as the others. But in 1976 the seven achieved, at 15.4 per cent, a net margin twice that of the other 22 companies. There was a further improvement in the net margin of the technical specialists in 1977, while the others showed little change. The commission states that technical books appeared to have contributed disproportionately to the recent increase in profitability of the seven firms.

The commission therefore considered whether to indicate to the Secretary of State for Prices and Consumer Protection that he should restrict the prices of technical books. It concluded, however, that a generalised approach of this kind would not be appropriate in the particular circumstances of the trade. While profits from technical books seem generally to be higher than other books, not all technical publishers have increased their margins.

The commission therefore intends to follow a selective approach in future in considering whether any price increases should be subject to investigation.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, is considering the report, and will be consulting interested parties about the report's findings.

Public expenditure on education

Public expenditure on education in England and Wales in 1976-77 was £6,692 million, according to provisional figures published this week (29 June) by the Department of Education and Science.

The 105 local education authorities (LEAs) spent £5,935 million whilst the DES and the Welsh Education Office spent an additional £757 million, mostly on the universities in England and Wales. Central government via the rate support grant provided some two-thirds of all local authority expenditure on education.

EUROPE

Fourth company law directive adopted

EEC foreign ministers adopted the fourth directive on company accounts at their meeting in Luxembourg on 27 June. The directive provides rules for the uniform preparation, presentation and publication of company accounts.

This means that UK companies will be required to produce their accounts in conformity with the provisions of the directive from 1982. Full details of the directive will be published in *Trade and Industry* as soon as they are available.

Closer rail freight links with West Germany?

British and German transport ministers want stronger links between their two railway systems with the prize of a greater share of freight traffic between the two countries.

The matter was discussed in London on 26 June when the two ministers – William Rodgers, Secretary of State for Transport, and Kurt Gscheidle, Minister of Transport in the Federal Republic of Germany – met to discuss transport policy. In a statement, the ministers expressed their wish for closer co-operation in all transport problems. Strengthening their relationship in railway matters would, they felt, enable the two railways to win more freight business.

The two railways could offer a service to industry that was increasingly attractive to customers, they believed. They wished to remove any barriers to trade, and they endorsed the action programme prepared by British Rail and the Deutsche Bundesbahn.

The ministers also discussed road haulage quotas and exchanged views on matters likely to be considered during the German presidency of the EEC transport council.

OVERSEAS

Britain to show machine tools in Korea . . .

A British machine tool exhibition is to be held in Seoul next year to exploit big opportunities for sales of British machine tools to South Korea it was announced on Tuesday (27 June). Concurrently with the exhibition there will be a technical seminar with papers from British firms.

Organised by the British Overseas Trade Board and supported by the Machine Tool Trades Association, the event from 21 to 26 May 1979 will provide an opportunity for British companies to show their products in a country which has one of the fastest growing economies in the world. In the first quarter of 1978 the output of manufacturing industry alone in South Korea increased by over 25 per cent compared with the same three months in 1977. The Korean government plans that this rate of expansion should continue, with special emphasis on products embracing high technology.

Applications for space at the exhibition and requests to present papers at the technical seminar should be made as soon as possible to Mr D. Bromige, Machine Tool Trade Association, 62 Bayswater Road, London W2 3PA.

. . . and energy technology in China

Agreement has been reached with China for a major British energy exhibition to be held in Peking from 5-15 June 1979. It underlines the increasing technical and commercial co-operation between the two countries.

The exhibition is expected to attract interest from British manufacturers in oil and gas exploration and processing, power generation and transmission and other sectors of the energy industry. Exhibitors will also be offered the opportunity to present technical seminar papers to selected audiences.

The exhibition will be organised on behalf of the British Overseas Trade Board by Industrial and Trade Fairs International Ltd, Radcliffe House, Blenheim Court, Solihull, West Midlands, B91 2BG.

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2. Financial Executive. MBA. ACA good Spanish. A high-flyer with professional merchant banking and industrial holding company experience (Shipping, Hotels, travel, food) world wide. A prize winner who is planning his re-entry into industry.
Age 28 Salary £10,000+
3. **Chief Accountant.** ACA. B.Comm. An energetic New Zealander with successful record in the Australasia Basin with substantial trading group. Seeks a career move to Middle East or Africa to widen experience. Location very flexible.
Age 31 Salary circa £15,000
4. **Financial Executive.** BSc Econ. ACA. Good French. A highly commercially minded executive with international experience in both the profession and industry (textiles, banking, taxation and financial management). Wishes to return to industry with 'sharp end' responsibility.
Age 33 Salary £10,000+
5. **Financial Controller.** ACA, ACMA, ACIS. Good French and German and wide top level international experience in major group. His engineering background has been most useful in major contract negotiations. Seeking career progression with a smaller company.
Age 35 Salary £13,000
6. **Finance Controller/Director.** FCA, ATII. Wide international professional experience includes Iran and Nigeria mainly in construction industry. Contract completed shortly, now seeking new move, location very flexible.
Age 36 Salary (basic) £12,000
7. **Project Manager/International Banker.** AIB. With unique top level experience of the Middle East and East Africa. A highly effective banker, financial manager or business man with entrepreneural talent. Prepared to relocate wherever necessary overseas.
Age 42 Salary £15,000
8. **F/D BA. (Econ).** Fluent French good Spanish. His impressive career in Merchant Banking, financial management and acquisitions covers the Middle East and South America. Wishes to return to overseas appointment.
Age 39 Salary (basic) £12,000
9. **Group F/D.** ACA. Good French. An impressive large manufacturing group top executive with company doctoring experience, especially in management and computer services. Following successful rationalisation promises are not being kept.
Age 39 Salary £14,000+
10. **Group F/D.** MA (Eng) Cantab, FCMA, C.Eng, MICE, MIMC. Good French. An unusual and very able top executive with large group financial and consultancy management background in the engineering and contracting industries.
Age 44 Salary £12,500+
11. **Finance Director.** FCMA. A lively international Professional F/D with large manufacturing group experience covering Europe, America and the Middle East. Having recently set up and sold a M.E. chemical company he now wishes to return to industry – ideally to a UK group.
Age 47 Salary circa £12,000
12. **Business Finder.** MA, PPE (Econ). Fluent French and Spanish. An impressive and successful career diplomat to whose Unctad and Gatt experience, has been added investment management. He now wishes to make more worthwhile use of this ability. Location and remuneration entirely flexible and negotiable.
Age 62

MARKETING

13. **Saleswoman.** ACA. An attractive French/English bilingual French national who wishes to be UK based but prepared to travel world wide. Highly numerate with a good sales personality.
Age 21 Salary £3,000+
14. **Export Manager.** MA (Cantab). Fluent German, Dutch, French and good speaking Cantonese. A tough, able and dedicated exporter with 5 years of textile and general trading experience throughout Far East and Indonesia. Prepared to locate as necessary to use his languages and agency management experience.
Age 25 Salary £7,000+
15. **Export Marketing Manager.** MBA with 7 very successful years in selling automotive products world wide. Frustrated in present slow moving company seeks a more demanding role with more dynamic company.
Age 27 Salary £6,500+
16. **Marketing Manager.** With 9 years successful experience in paper and plastics manufacture and distribution world wide. Promotion blockage.
Age 29 Salary £9,000
17. **Marketing Executive.** BA (Hons), MA. Good French. A highly intelligent manager with 8 successful years in senior level government service. Particularly experienced in East-West trade relating to communications and transport. Seeking a new career in industry.
Age 31 Salary £6,500+
18. **Sales/Marketing Director.** F.Inst, MA. Most successful career in sophisticated equipment and business systems covering markets in Europe, Africa and America. Has controlled a substantial sales force and is excellent general management potential.
Age 33 Salary £14,000
19. **Export Sales Manager.** Fluent French good German, with successful export experience in industrial instruments and manfactured chemical products.
Age 30 Salary £6,000+
20. **Marketing/Planning Manager.** MA (Cantab), MSc (Econ), MBA. Fluent French good Italian. An impressive large group senior executive with merchant bank and industrial management experience in high technology companies, including treasury and venture capital management.
Age 36 Salary £13,000
21. **Marketing/Sales Manager.** Some French and Italian who has had considerable success in very large wholesale and retail enterprises particularly those with 200+ outlets in the food and other f.m.c.g. industries.
Age 44 Salary £12,000+
22. **Export Marketing Manager.** BA Hons. His successful international experience covers tea (T.O. £7 million) toys, as well as 4 years with durable consumer goods and toiletries. Promotion blockage.
Age 34 Salary circa £10.000
23. **Head of Public Relations.** BSc (Econ). Good French some German and Spanish. Experienced journalist mainly in economic and political affairs – especially on behalf of free enterprise. Seeking a fresh opportunity.
Age 53 Salary circa £12,000
24. **Business finder.** BSc (Pure maths). Diploma in Radio Physics. Fluent French, German, Danish. With an excellent scientific and commercial background at governmental levels, especially concerning the EEC. Seeking a new career in industry.
Age 55 Salary circa £7,000

GENERAL MANAGEMENT

25. **Senior Engineer.** BSc Eng Civil. Good French with 5 years practical experience including 2 in Nigeria. Contract nearing completion and wishes to return overseas.
Age 27 Salary (basic) £7,000
26. **Electrical Supervisor.** Some French and Arabic. A mature and active young contract electrical engineer for all services up to 11kV on large construction contracts. Has Saudi and Libyan experience. Seeks career progression for his next move.
Age 30 Salary (basic) £10,000
27. **Group Buyer.** Holds Private Pilots licence and Radio operators licence M.Inst. Good sciences. An enterprising executive with good knowledge of timber and building products. Current rationalisation successfully completed. Now seeking career move leading towards general management.
Age 43 Salary £12,000
28. **Senior Plant Manager.** MPMA. Tough and experienced, with large international company experienced, including all forms of plant, crushers and cranes. Currently responsible for £20 million equipment in Middle East. Seeking career progression, location flexible.
Age 49 Salary (basic) £15,000
29. **General/Finance Manager.** BA (Cantab), ACA. Fluent Danish some French and German. His European conglomerate experience includes airlines, shipping, engineering and insurance. Has worked in Scandinavia, Middle East and Nigeria. A self starter who seeks a fresh opportunity with a European or American base.
Age 34 Salary £15,000
30. **Management Services.** BSc (Econ) Hons. Very successful career in highly technical engineering environment including Contract Leasing experience of sophisticated capital equipment. Seeks a career move leading towards general management.
Age 39 Salary £9,000
31. **Personnel Manager.** MIPM.M.Inst. Work Study. An impressive career in manufacturing with multi-union and multi-site situations. (Work force 4500+). Seeking new opportunity.
Age 45 Salary £9,000
32. **General Manager.** Dip. Eng. (Elect.) Hons. His wide range of experience covers management of manufacturing subsidiaries in Nigeria, Zambia and the UK. With his successful record he seeks a fresh challenge. Location entirely flexible.
Age 39 Salary £10,000+
33. **General Manager.** MA, (PPE). Fluent Chinese, good Malay and French. A well disciplined man with international experience in most aspects of telecommunications including recruitment and training. A virtually unique knowledge of the Far East. Looking for ultimate career move.
Age 56 Salary £10,000+
34. **Marketing/General Manager.** PhD, MSc, MA (Cantab). Working French and some German. Vigorous, intelligent and completely flexible as to location. Wishes to move to a more dynamic company which could include Marketing and Planning.
Age 36 Salary £15,000
35. **General Manager.** Fluent Danish, Swedish, German and French. With substantial manufacturing and marketing experience in Europe. Wishes to return to similar post in UK. Has an excellent growth record.
Age 45 Salary circa £15,000
36. **Chief Executive.** Dip. Ingenieur Elect. Billingual English/German some Portuguese. His impressive international experience covers heavy industrial 'turn-key' projects installation (c. £60 million), engineering services and manufacture world wide, especially in the coal, gas and steel industries. Location very flexible within English speaking countries.
Age 48 Salary £25,000+

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

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Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Officers or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext. 734).

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Home news

Scotland deriving benefit from Industrial Strategy – Varley

'Scotland is not only contributing to the development of the Industrial Strategy – it is also already deriving benefit from it,' Eric Varley, Secretary of State for Industry, said in Glasgow on 23 June.

Last year, incentives offered to Scottish industry under section 7 of the Industry Act amounted to £23.5 million, creating or safeguarding nearly 15 000 jobs. In addition, companies in Scotland benefited from the sectoral industry schemes. Scottish companies have received offers of nearly £7 million under the ferrous foundry scheme towards modernisation projects costing more than £23 million, and under the paper and board scheme nearly £2½ million has been offered for projects in Scotland costing over £11½ million.

Speaking at the British Council of Productivity Association's conference, Mr Varley said that Scotland was especially well equipped to take advantage of the opportunities for economic development which would accrue if the objectives of the strategy programme were realised. Scotland now had a very diverse industrial structure. The country was no longer so dependent on its traditional heavy engineering industry, although engineering remains very important in the west of Scotland.

With this wide range of manufacturing taking place in Scotland, therefore, it was natural that Scottish managers and trade unionists should be represented on many sector working parties, particularly in the sectors where Scottish industry was strong such as knitwear and electronics. This representation, of course, ensured that issues which concern companies in Scotland are given a fair wind.

Giving an example he said that the paper and board sector working party had drawn attention to the difficulty of attracting skilled manpower to paper mills in the Aberdeen area, and this was being followed up in Scotland through the Manpower Services Commission.

Mr Varley went on to talk about specific new investments and gave some examples of the types of projects that had been helped.

Tayforth Foundry Ltd was offered an incentive of £89,000 under the very successful ferrous foundries industry scheme. The project costs were £586,000 for providing a new facility for producing alloy quality iron castings at Larbert in Scotland. The castings were to be used for a range of applications including the North Sea oil industry.

Under the electronic components industry scheme, Compugraphics International, of Glenrothes, had been offered £66,000 towards project costs of £341,000 for the acquisition and commissioning of an electromask pattern generator. This would provide an improved service for photomasks for integrated circuit fabrication.

Lastly, Cummins Engine was offered an interest relief grant of £2½ million under section 7 of the industry act towards project costs of £30 million for a major expansion of its factory at Shotts, Lanarkshire. The factory was to be enlarged from 27 000 to 55 000 m², and output of diesel engines would be doubled from 45 to 90 per day. The project would involve the creation of an estimated 1200 jobs by 1982, plus another 150 in plants in England.

Industrial policy creates investment and jobs: Huckfield

'Investment by manufacturing industry rose 8 per cent in volume last year and is expected to increase by 10 per cent or more this year,' Leslie Huckfield, Parliamentary Under-Secretary of State for Industry, told the annual conference of the National Association of Colliery Overmen, Deputies and Shotfirers at Margate on 23 June.

During the past four years the nationalised industries had invested over £14,000 million, including over £2,000 million in steelmaking capacity, around £1,100 million by British Rail and £1,200 million by the National Coal Board, nearly £700 million by British Airways, about £3,500 million by the electricity authorities and £1,600 million by British Gas and British National Oil Corporation.

The measures introduced since 1975 to encourage the modernisation and restructuring of 14 selected key industrial sectors had met with very encouraging success, said Mr Huckfield. So far, some £125 million had been offered for nearly 1200 projects costing £600 million. These would provide new jobs – 5500 in the ferrous foundry and textile machinery sectors, for example – and safeguard many thousands more. An estimated 70 000 man years of work should result for the plant and equipment and construction industries.

In addition, he explained, there had been two broader counter-cyclical schemes, the accelerated projects scheme and its successor the selective investment scheme. Under the accelerated projects scheme, designed to induce investment that had been temporarily shelved in the recession, £84 million of assistance produced 118 major investment projects costing £640 million and providing 13 000 jobs. So far under selective investment schemes, assistance of £35 million had already been approved for investment projects worth £340 million. This should lead to the creation of 3700 permanent jobs, the safeguarding of a further 5800 jobs and the provision of 30 000 man years of work through orders for the construction and plant and equipment industries.

New paper for old at Aylesford

Start-up of the new 80-tonnes-a-day de-inking plant by Secretary of State for Industry Eric Varley (second from left) on his visit to Aylesford Paper Mills on 20 June. With him are: (left to right) Squire Wilkins, chairman, Reed Group Ltd, chief papermaker Reg Spice and de-ink plant operator Les George. The new plant turns used newspapers and magazines into paper for new newspapers.

A further 150 projects costing £1,600 million were under consideration and applications were still flooding in.

Further help was available in the assisted areas, he added, for projects which create or maintain employment there under section 7 of the industry act and through regional development grants. Between 1 March 1974 and the end of April 1978, industry in the assisted areas received regional development grants worth £1,400 million. In the same period, £325 million was offered in regional selective financial assistance to over 3360 projects with total project costs of almost £3,400 million. This was estimated to have created 210 300 new jobs and safeguarded a further 105 000.

Willingness to learn essential in industry – Williams

Britain's telecommunications industry must keep abreast of new technology, said Minister of State for Industry, Alan Williams, at the opening of a new Plessey telecommunications manufacturing centre at Abbeyfield, Nottingham, on 21 June.

Plessey's new Digital Technology Centre, which Mr Williams opened, will assemble and

Alan Williams (right), Minister of State, Department of Industry, has quality control procedures explained to him by Reno Palagano at Plessey Communications and Data Systems Ltd's new Digital Technology Centre.

test the first fully digital exchange for private use to be sold in the UK. The system is United States designed and is being marketed in the UK by Plessey. 'This development fits in well with our Industrial Strategy,' said Mr Williams. 'Where necessary we have to catch up and modernise our products as rapidly as possible.

'In improving our industry,' he said, 'we need to be flexible and willing to learn from anywhere.' Referring to his recent visit to Japan, he said this willingness to learn in those areas where the industry was ahead was certainly a major characteristic there, coupled with the determination that having caught up with the latest technology they would not allow themselves to slip behind again.

The opening of the Plessey centre showed the same determination by British industry, he added. It was an extremely important development even though it was not a British-designed product. Britain had fallen behind in the development of electronic exchanges and there was much criticism a year or two ago in the telecommunications sector working party about the volume of imports of electronic private exchanges.

'Plessey have now caught up in the race in the best and quickest way open to us – in a way that will benefit employment in this country and the balance of payments. Now we must all resolve that our telecommunications manufacturing industry will, in future, be ahead in technology. We have made a start in private exchanges with the fine centre. We have an opportunity through System X for an electronic public network.'

Local company to expand at Blyth . . .

Barons Court Potteries Ltd is to occupy an advance factory of about 900 m² built by the English Industrial Estates Corporation on the Department of Industry's Cowpen Industrial Estate, Blyth.

Barons Court Potteries manufactures pottery and giftware and has a considerable reputation for the quality of its products which are sold both at home and abroad. The company currently occupies premises of approximately 270 m² employing 25 people and require these larger premises for expansion due to an increased order book and for the introduction of a new range of products. Additional employment will be required.

. . . and new factory occupied at Knowsley

F. C. Seddon Ltd is occupying advance factory premises of about 900 m² built by the English Industrial Estates Corporation on the Department of Industry's industrial estate at Knowsley in the Merseyside special development area.

F. C. Seddon is a newly formed company which expects to reprocess several forms of plastic waste from which they will manufacture building and packaging products. The company anticipates employing 18 people in the first year and more than double that within three years.

Investment mission takes back favourable view

After making a two-weeks survey of investment opportunities in UK regional areas, a Japanese inward mission has obtained 'more satisfactory results than expected'. That was the verdict of Toshiya Endo, leader of the business group, on 23 June before returning to Tokyo.

There were far fewer strikes, the Japanese discovered, than they had expected in Britain. They were also impressed with planning policies for new towns in the regions.

The mission, sponsored by the Department of Industry and organised by DoI's Invest in Britain Bureau and the Japan Industrial Location Centre, was particularly interested in investing in the high-technology industry. Its tour took in Northern Ireland and assisted areas in north and west of England, Scotland, and Wales. The purpose was to see which areas of industry would be most suitable for investment; what sort of conditions of management would be faced by Japanese-financed companies; and what incentives were available for investment in companies.

First key business centre opened at Wakefield

Wakefield key business centre, the first of its kind in Europe, was inaugurated by Secretary of State for Trade Edmund Dell on 16 June. He paid tribute to all those taking part in the enterprise for their initiative and sense of service.

A key business centre is a town or city where special arrangements have been made to give a high level of service to the businessman away from home. The business centre is combined with the local tourist board and involves the local authority, chamber of commerce and local firms as well as every hotel and guest house. By this arrangement hoteliers are able to offer a wide range of services, including secretarial work, photocopying, printing, car hire, translation services and meeting and conference facilities.

In Wakefield all the hotels and business services can be booked through the Business Information Centre, Town Hall, Wakefield, WF1 2HQ, tel. Wakefield 70211.

Secretary of State for Trade Edmund Dell at Wakefield key business centre with Councillor D. Noble, Mayor of Wakefield and the Mayoress and Councillor J. Smart.

Consumer organisations press for strict liability . . .

Consumers who suffer personal injury, or damage to their property, because of an accident caused by a faulty product, should be entitled to compensation from the manufacturer, three major organisations representing UK consumers said on 22 June.

In a joint statement, the National Consumer Council, Consumers' Association and the National Federation of Consumer Groups said they thought that it was fair for the manufacturer to be liable because he was in the best position to exercise control over the quality and safety of the product. It would also be an incentive to him to make the product safer.

The three consumer organisations also want manufacturers to be strictly liable for personal injury or damage to their property of all users of a faulty product. They call for financial compensation for personal injury to be unlimited, but agree that a limit could be set for compensation for loss or damage to property. They consider that producers are unduly pessimistic about the possible effect on prices of implementing their proposals, although they recognise that some extra costs may be involved, largely extra insurance cover by manufacturers.

The consumer organisations also agree that consumers' existing rights to claim against the seller should continue. The principle of strict liability should be extended to other people in the distribution chain, such as wholesalers and retailers, if a fault in the product is introduced after it leaves the manufacturer; the product should be considered defective if it doesn't comply with the standard of reasonable safety that a person is entitled to expect from it – manufacturers should not be liable if the consumer uses the product unreasonably or negligently or ignores clear instructions or warnings.

The consumer organisations agree that all types of producers, including manufacturers of pharmaceuticals and producers of primary products, such as farmers, should have strict liability for their products; importers should be strictly liable for products produced overseas. There should be administrative arrangements to see that importers carry adequate insurance for their liability.

They also contend that retailers who sell own brands or unbranded products should be strictly liable for them; and that in order to make a claim, in cases of personal injury, it should be enough for consumers to show that there was a 'reasonable probability' that a defect in the product was responsible. The producer would have a good defence if he could show that the injury was not caused by the defect.

In April this year the Department of Prices and Consumer Protection asked various organisations to submit their views on the proposals relating to liability for defective products contained in the report of the (Pearson) Royal Commission on Civil Liability and Compensation for Personal Injury, published on 16 March 1978. These proposals had to be viewed in the light of the report of June 1977 on the same subject made by the Law Commissions, of the EEC draft directive of September 1976, and of the Council of Europe's Strasbourg Convention which was opened for signature in January 1977.

The central proposal under consideration is that those injured or the dependants of those killed by defective products should no longer have to prove negligence when seeking compensation in tort through the courts from those responsible as producers for putting the defective products into circulation. The effect of implementing the proposal would be to extend the strict liability which already exists between seller and buyer in the smaller number of actions under the law of contract.

. . . but CBI warns of possible damage to industry

Manufacturers could not and should not be expected to bear the whole of the responsibility for compensation if there was any major change in the law on liability for defective products, Sir John Methven, Director-General of the Confederation of British Industry, told the Engineering Industries' Association on 22 June. He said that the justification for change in the laws affecting product liability was doubtful and must be set against the extra costs to industry.

The state would have to carry some of the cost and it was therefore urgently necessary for the government to define its policy on this issue, he said. It was equally important that the government should give the most careful consideration to the balance between cost and benefit of the overall proposals, a balance

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which had certainly not yet been established to the CBI's satisfaction. Most important of all, he said, the government must be guided by the overriding need to avoid damage to the competitiveness of British industry and should consult closely with industry in the development of any new law.

Sir John said that industry generally accepted that in today's competitive environment 'it was simply good business to give customers a fair deal', but added that the CBI believed that the imposition of strict liability for defective products could cause some unintended but very serious changes in the structure of industry and commerce.

For example, a responsible importer of foodstuffs might find the cost burden arising from strict liability to be not commercially sustainable. He also warned that if the law was changed to place the burden of compensation solely on manufacturers whose products had caused injury to consumers, then it would mean increased prices.

To protect themselves manufacturers would either have to take out additional insurance or set aside funds for possible compensation. In either case, the cost would be passed on to the customers and in some industries it could be a very significant amount. It followed that UK competitiveness in overseas markets could be reduced with consequent harmful effects on profitability and employment.

CAB give good value for money – Fraser

If the value of the services of volunteers to the community through the Citizen's Advice Bureaux movement could be costed, it would be worth about three times the cost of grants, John Fraser, Minister of State, Department of Prices and Consumer Protecton, told the Ipswich and District Citizens' Advice Bureau on 22 June.

Great bargains

He said: 'Citizens' Advice Bureaux are one of the great bargain buys of local government expenditure. Where else can you spend £1 and get £4 worth of value? That is the bargain which voluntary effort gives the bureaux. The voluntary work of individuals in this and all other bureaux is essential. The 9000 bureaux workers and the management committee members throughout the country are the real strength of the movement.'

The government gave £1.3 million to the National Association of Citizens' Advice Bureaux which paid for 90 per cent of the running costs of the central headquarters organisation and area offices. A similar amount was being made available this year. This money went towards the expenses of the excellent information service which was made available to all bureaux, central training facilities and costs of maintaining the standard and consistency of a national advice network of over 700 bureaux.

Commission reviews role in investigations

Limiting effects of the present safeguard regulations on the work of the Price Commission is among the subjects reviewed in the commission's latest report, for the three months 1 February to 30 April 1978 published on 22 June.

The report (Price Commission report for the period 1 February to 30 April 1978 (HC 516, HMSO £1.00, ISBN 0 10 251678 2) shows that in this period the commission completed eight investigations and began seven new ones. It also completed and saw published the first reports on sectoral examinations. The commission reviews the work done on investigations and examinations with particular reference to the way the criteria (contained in section 2 of the Price Commission Act) have been interpreted.

It reports that discussions were held with representative bodies in industry, particularly the CBI, on proposals for changes in the notification and information requirements, which expire on 31 July, and which would be reintroduced in a new order from 1 August.

The commission has also reviewed its use of questionnaires to gather information from customers of firms under investigation and has now adopted a new procedure. It answers the criticism that it goes into too much detail in its reports and asks too many questions by saying that it sees a greater risk in reports which are shallow and unargued.

Primary concern

The commission's primary concern in its investigations has been with sectors where competition is limited. It has wanted to show, first, whether lack of full competition has led to inefficiency in the use of resources, to exploitation of market strength against the consumer, or to an unreasonable level of profit. Second, it has considered whether it would be right to use its powers of price restriction to bring conditions more into line with what would prevail in a more competitive situation.

The report points out that the commission has thought it important to concentrate its power of investigation on cases where the consumer or buyer may at best be receiving an unequal share of the benefits of efficiency and at worst paying for inefficiency.

The commission is obliged to take into account the criteria under section 2 of the Price Commission Act in all examinations which the Secretary of State for Prices and Consumer Protection directs it to make on whole sectors of trade and industry. But the terms of many of the criteria are not readily amenable to the averaging process required by an examination. The commission must show its regard, for instance, to the need to recover costs, to the quality of goods, to the interest of users of goods, and above all the adequacy of profit.

The report gives examples of 376 price reductions secured by the Price Commission's regional offices. These range from 54p off a shop's stock of 1lb tins of instant coffee to a reduction of £120 on a bill of £600 for parts for antique motor cars. The regional staff also secured the elimination of more than £4 million excess profit by means of price reductions on 170 firms that had exceeded their profit margins.

The report gives a statistical analysis of notifications received from which the Price Commission index is derived. This shows that the number of notifications per month has fallen slightly to 302 in the three months February to April 1978 from 315 in the previous three months, while the amount notified fell to £415 million from £440 million.

The report says these changes are small indicating that the level of notifications has stabilised at a rate higher than that of August to October 1977 when the new rules started, but considerably lower than previous periods. In the short term, if the official indices continue to follow the pattern of the commission index after a lag of a few months, it expects the current rate of increase to be maintained at about 7 to 8 per cent. However, it may be less easy to keep it down to this level in the medium-term. World commodity prices which had been falling almost continuously since the spring of 1977 rose by 3.2 per cent in March and by 2.5 per cent in April reflecting mainly the recent weakness in sterling

Third report on fresh food published

A fall by 3.2 per cent over the year to April 1978 due to significantly lower vegetable prices is recorded by the Price Commission's index of retail prices of fresh foods shown in the Price Commission's report on fresh food prices and margins published on 23 June. This experience was in contrast to that of the preceding 12 months to April 1977, when, with prices of meat and home-grown vegetables affected by the drought in the autumn of 1976, the index increased by 15.1 per cent. Over the three months to April 1978, however, the index increased by 4.9 per cent reflecting partly seasonal increases in vegetable prices and partly increases in carcase meat prices associated with increased exports following the devaluation of the green pound in February.

Little changed

For fruit and vegetables the aggregate percentage margin was little changed between 1976 and 1977 but the value of the cash margin increased reflecting a higher volume of trade. The corresponding turnover fell marginally between the two years largely as a result of a significant fall in potato prices. In the first two months of 1978 retail turnover was much lower than at the same time a year ago in spite of an increased volume of business, because of lower vegetable prices this year.

For fish the aggregate percentage gross margin has been around 55-60 per cent for the last three years but the value of the cash margin has been increasing under the impetus of both increased retail prices and higher throughput. For eggs the gross percentage margin has remained fairly steady over the three years while the value of the cash margins, though rising between 1976 and 1977 has levelled off with packer to producer prices rising more than retail prices.

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Price Commission to examine portable electric tools and the distribution of jeans

Roy Hattersley, Secretary of State for Prices and Consumer Protection, directed the Price Commission on 20 June to undertake examinations of prices, costs and margins in the production and distribution of portable electric tools and in the distribution of jeans.

The terms of the directions are as follows:

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 31 January 1979 to make a report to him on the following question:

> The prices, costs and margins in the manufacture and distribution of portable electric tools and their accessories designed primarily for wood or metal working.

In making their examination the Price Commission shall not be required to take into account such tools and their accessories other than those supplied predominantly for Do-it-Yourself purposes.

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 1 October 1978 to make a report to him on the following question:

> The prices, costs and margins in the distribution of denim jeans and similar trousers made of cotton drill, canvas or corduroy.

PER makes £3m profit

Professional and Executive Recruitment (PER) the Manpower Services Commission's specialist employment service is now showing a profit on its commercial trading account, with fees from employers amounting to more than £3 million, it was announced on 21 June.

This achievement marks the culmination of four years of steady financial improvement as the service has increased its market penetration and become more efficient in handling vacancies. The profit is due to a hefty increase in the volume of fees earned from employers, with fee income 40 per cent up on the previous 12 months.

PER's standing in the recruitment market has grown steadily over the past three to four years and its services are now used by employers for filling vacancies in all executive occupations and at all salary levels. It has also recently developed a thriving overseas section, last year handling assignments in 26 countries. As a further indication of its healthy growth the value of advertising placed through PER by its clients has risen to more than £1.3 million (73 per cent above the 1976-77 total). This reflects a continuing increase in the proportion of vacancies for which advertising is now used.

Side by side with these commercial advances, PER provides a range of services designed to help those with special employment problems to organise their job search on a planned basis. Half-day job-hunting seminars, three-day self-presentation courses and two-week career development courses are all available. PER also plays a key role in identifying those who might benefit from the wide variety of higher-level training and retraining courses provided under Tops, the MSC's training scheme. Some 4500 PER-enrolled candidates were helped in this way in the last year. Such activities are separate from the recruitment service and are separately funded.

Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Film fund figures to be published

Usually confidential, details of the amounts distributed from the British film fund (the Eady levy) in respect of individual films will be published at regular intervals from the beginning of the next distribution period of the fund (25 September this year). This was announced in parliament on 21 June by Michael Meacher, Parliamentary Under-Secretary of State for Trade.

The decision followed requests for publication, and consultation by the Department of Trade and the British Film Fund Agency with interested parties. Further details of the form of publication will be announced later this year, but publication will apply only to distributions after 25 September.

New regulations for merchant ships

New minimum standards of crew accommodation in UK-registered merchant ships laid down in the Merchant Shipping (Crew Accommodation) Regulations 1978, SI 795 of 1978, HMSO £1.50 – ISBN 0 11 083795 9 will come into effect on 1 July next year. All ships built after that date will be required to meet the new improved standards; existing ships will continue to be subject to the current provisions, unless they undergo substantial alteration or reconstruction, when they will be required to meet the new standards.

Ships' noise levels code published

A code of practice which aims to limit maximum noise levels in ships and to reduce exposure to noise was published on 21 June by the Department of Trade. It applies to all UK registered ships with the exception of private pleasurecraft.

The code takes the form of recommendations which provide a basis to which those responsible for designing, building and owning or managing ships can work, and deals with the following: means of measurement of noise levels; recommendations for acceptable maximum noise levels for all spaces to which people normally have access; means of protecting the seafarer from the risk of noise-induced hearing loss; and noise abatement measures generally applicable on board ships.

The code recognises that the technology necessary to ensure that every vessel meets its requirements is still in the course of development, as well as the impracticability of strict compliance with some recommendations for existing ships and those currently projected, especially small ships.

A standing committee on noise in ships has been formed. It will meet periodically to renew the working of the code, and after four years a comprehensive review will be made and mandatory requirements considered.

'The Code of Practice for Noise Levels in Ships' is available from HMSO, price £2.

Heat recovery could save £300m per annum

Energy worth £300 million a year in oil terms could be saved now through waste heat recovery – the simple most promising area of industrial energy conservation, Dr John Cunningham, Under-Secretary of State for Energy, said on 21 June. Dr Cunningham was speaking at Weetabix Ltd, Burton Latimer, Northamptonshire, after inspecting a new heat recovery system which provides the factory with free space-heating.

He said that he very much welcomed the initiative behind this heat recovery scheme and congratulated Weetabix, and its partners in the project, for making a success of the development. It represented a clear opportunity for substantial savings not only for the company, but perhaps also for others in the food manufacturing industry. In addition to the cash savings resulting, space heating costs had been practically eliminated, there might well be a valuable sales and export market for the system not only on greenfield sites, but in existing factories too.

It was particularly encouraging to see this kind of advance in energy use taking place at a time when government was putting more and more emphasis on helping industry to achieve greater energy efficiency. As the Weetabix scheme so aptly illustrated, there was great untapped potential in waste heat recovery. Evidence from the energy audit programme and other studies suggests that savings of up to 8 million tons of coal equivalent a year – worth about £300 million, in oil terms – could be made throughout industry now with projects such as this.

THE POLYTECHNIC OF CENTRAL LONDON
Two diploma course for LANGUAGE GRADUATES, beginning September.

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One year, full-time, combining two languages (chosen from French, German, Spanish) with overseas marketing in an international context.

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EAST-WEST TRADE STUDIES

One year, part-time, evening, combining a language (Russian, German, or other East European) with East-West trade studies.

Full details of both courses from:
The Registry, School of Management Studies, PCL, 35 Marylebone Road, London NW1 5LS. Tel: 01-486 5811, ext. 253.

Development land tax publication

Provisions of the Development Land Tax Act 1976 as amended by the Finance Act 1977 are explained in a booklet (DLT 2) prepared by the Inland Revenue.

Copies of the booklet are obtainable free of charge from the Development Land Tax Office, Corporation House, 73-75 Albert Road, Middlesbrough, Cleveland TS1 2RY (tel. Middlesbrough (0642) 241144 ext. 227). Copies may also be obtained by personal callers at the Public Inquiry Room, Room 8, New Wing, Somerset House, Strand, London WC2R 1LB.

Official appointments

Southern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Dr R. Lawson as a member of the Southern Gas Consumers' Council until 31 August 1980.

North Eastern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor M. Pitts as a member of the North Eastern Gas Consumers' Council until 28 February 1980.

South Western Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillors I. H. Amory and A. F. Sutton as members of the South Western Gas Consumers' Council until 31 August 1981.

Northern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Mr D. McCourt as a member of the Northern Gas Consumers' Council until 31 March 1980.

Transport Users' Consultative Committee for Yorkshire: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Rosemary A. Mirauer as a member of the Transport Users' Consultative Committee for Yorkshire until 31 May 1980.

Transport Users' Consultative Committee for the South-west: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has reappointed Dr Malyn D. D. Newitt as chairman of the Transport Users' Consultative Committee for the South-west until 31 May 1981.

Merger proposals cleared

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

LWT (Holdings) Ltd and Hutchinson Ltd.

Hawker Siddeley Group Ltd's acquisition of a 52 per cent interest in Carlton Industries Ltd.

Thomas Tilling Ltd and the Yale Lock and Hardware Division of Eaton Ltd.

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'Licences of Right' in respect of the following patents on the date specified.

14 June 1978
1123425 Nippon Paint Co Ltd
Copolymer solutions and method for production thereof
1227008 Nippon Paint Co Ltd
Coating compositions
1233883 Nippon Paint Co Ltd
Photopolymerizable resin compositions and water-washable photopolymer printing plates
1237903 Nippon Paint Co Ltd
Coating compositions
1277921 Nippon Paint Co Ltd
A process for measuring the throwing power of an electrophoretic coating solution
1278400 Nippon Paint Co Ltd
Method of electrophoretic coating
1337142 Nippon Paint Co Ltd
Quick drying synthetic resin coating compositions
1374449 Licentia Patent-Verwaltungs GmbH
Method for manufacturing a front plate for a cathode ray tube, and a front plate manufactured by means of this method
1427870 Tomado BV
Improvements relating to tables
1428345 N. V. Bekaert SA
Improvements in or relating to mushroom cultivation
1429739 Remmert SpA
Woven tape for sliding clasp fasteners

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the comptroller on patents form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Government sales

Sales by auction

12 July 1978 – Furniture

Location
Royal Air Force, Stafford

Auctioneers
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)
The sale consists of mainly small or single item lots of furniture

Catalogue price 20p, postage 10p

18 and 19 July 1978 – Miscellaneous

Location
Embassy suite, Balkerne Lane, Colchester, Essex

Auctioneers
Fenn Wright Garrod Turner (Dept L), 146 High Street, Colchester (0206 46161)
Stores lying in Kent, Essex, Suffolk and Cambridgeshire including 48 Mini saloons, 13 Bedford ambulances, coaches, trucks and tractors. Clothing and textiles, machine tools, furniture, scrap metals, MT spares, tyres, binoculars, bicycles and other miscellaneous items.

Catalogue price 40p, postage 15p

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale.

WEMBLEY AUCTION SALES 1978

4 July 1978

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Stores India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Miscellaneous office equipment and furniture etc. (Potential buyers are advised to refer to the official catalogue available from the auctioneers, price 20p.)
Auctioneers:	Messrs Hollingsworth Westcombe House 56/58 Whitcomb Street Leicester Square London WC2H 7DR Tel. 01-893 1875

Economists' increasing role in government work

The role of economists in government has expanded considerably in recent years. This article, extracted from the June issue of the Treasury's *Economic Progress Report,* looks at the government economic service and describes the part its members play in the work of government departments. The report points out that the growth of the number of economists in the civil service since 1965 should be seen within the context of the growth and complexity of government itself, the increase in the output of trained economists from the universities, and the development of the concepts and tools of economics as an applied discipline.

The origins of the government economic services go back beyond the second world war. During the first half of the century there were usually one or two economists in the civil service including such distinguished figures as Keynes and Beveridge. Between the wars there was an increasing awareness of the need for economic expertise. As early as 1925, Mr Baldwin set up a committee of civil research, which was charged with 'giving continuous forethought to the development of economic and statistical research'. In 1930 this was superseded by an Economic Advisory Council made up of ministers and others with 'special knowledge and experience in industry and economics'. The committee's terms of reference were to advise the government on economic matters and 'to make continuous study of developments in trade and industry and in the use of national and imperial resources'.

But it was not until the economic section of the Cabinet Office was formed, early in the second world war, that economists became prominent in the civil service. The section was small and it remained so both throughout the war and during the immediate post-war period, its staff at no time exceeding a dozen or so. The section initially had on its staff such eminent economists as Robbins, Meade and Cairncross (who later became the first head of the government economic service).

The economic section was transferred to the Treasury in 1953. From then until 1964 the number of professional economists remained small although the administrative class of the civil service included a number of people with training in economics and several departments employed economists in research capacities. Also the agricultural departments employed significant numbers of agricultural economists who were later to become part of the service.

The mid-sixties saw the start of a period of rapid growth. Economic units were established under senior economists in the newly created Department of Economic Affairs, the Ministry of Overseas Development and the Ministry of Transport. In 1965 the government economic service was formed under Sir Alec Cairncross. The service grew under both Conservative and Labour administrations as ministers and officials became more aware of the contribution that economists could make to departmental thinking, and as economists, for their part, learned how to contribute to practical decision-making in situations where policy choice was often constrained by political, social and administrative considerations. There are now about 400 service economists in post, distributed widely over more than 20 government departments.

Organisation

The service does not itself employ economists, and has no funds or formal powers of its own. Each department is responsible for the staff on its books and the work of service economists is not centrally directed. Rather, economists operate under the direction of the departments to which they belong. Their contribution is made at different levels and through varying organisational arrangements depending on the department concerned.

GOVERNMENT ECONOMIC SERVICE
In post by department at December 1977

Department	
Agriculture, Fisheries and Food	26
Cabinet Office (CPRS and CSO)	4
Civil Service Department	3
Customs and Excise	2
Defence	2
Education and Science	6
Employment	21
Manpower Services Commission	13
Energy	17
Environment/Transport	75
Foreign and Commonwealth Office	10
Forestry Commission	1
Health and Social Security	18
Home Office	1
Industry, Trade and Prices and Consumer Protection	44
Fair Trading	8
Monopolies and Mergers Commission	6
Price Commission	5
Inland Revenue	2
Overseas Development	40
Royal Commissions	3
Scottish Office (including DAFS)	28
Treasury	62
Welsh Office	1
Total	400

Most frequently, economists are organised in separate divisions (sometimes together with statisticians). This form of organisation has usually been adopted where the work has a high technical content, where there is a wide range of customers, and where there are advantages in easy access to professional colleagues. Where however numbers are small or where the economists concerned need to be in particularly close day-to-day contact with policy divisions, they are often 'out-posted' and report to the head of the division concerned. In such cases arrangements are usually made to provide professional oversight, particularly for more junior staff.

Although responsibility for the work of economists rests with departments, the management of economists both individually and collectively is shared by departments with the service and the Civil Service Department. This co-operative approach covers the use and deployment of economists; the maintenance and improvement of professional standards; career development (including interdepartmental transfers and secondments to outside organisations); professional and management training; and manpower planning and recruitment. This work is performed under the direction of a management committee chaired by the head of the government economic service. The head of the service is also the Chief Economic Adviser to the Treasury. The business of central management is carried out by a small unit which is located in the Treasury. Members of the service in the different departments maintain contacts with each other in the normal course of business. Regular meetings are also held at the Treasury to discuss economic papers prepared by economists throughout the service and covering a wide variety of topics.

Professional standards and experience

To be fully effective as civil servants, economists must acquire administrative and managerial skills. They must know how to write briefs and submissions, how to handle parliamentary and ministerial matters and how to communicate their professional advice both orally and in writing in a language that is easily understood by others. Above all they must be competent applied economists and have a thorough grasp of the principles and tools of their trade.

Considerable emphasis is placed by management on maintaining and improving the professional standards of the service. New entrants direct from university are required to have a first or good second-class honours degree in economics or a closely related subject, or a suitable post graduate degree, and must pass through the selection procedure run by the civil service selection board. Those entering at the higher levels are expected to have high academic qualifications and several years of research, teaching or advisory experience.

Serving economists face the problems of keeping up to date, under the day-to-day pressure of work, with developments in economic thought. The service encourages some of its members to return for short spells to university either in a teaching, or in a studying capacity. More frequently, they attend refresher courses at the Civil Service College or elsewhere. All economists are expected to keep broadly up to date with the academic literature, especially with developments in their own subject areas. Efforts are made to keep abreast of economic thinking abroad, and particularly in the United States. For example arrangements have been made by the Treasury to ensure that the forecasters are in touch with technical developments in forecasting in America.

There is also the problem of ensuring that the emergence of a career service does not produce a body of economists lacking relevant outside experience. Many service economists, of course, have had previous experience of industry, finance and commerce. Arrangements are in hand to acquire more experience of this kind through temporary secondments to private and public organisations.

At present there are some 50 service economists on unpaid leave of absence, or on secondment to international organisations, research institutions and various industrial and financial concerns. In the early days of the service many academic economists spent short spells in government but the practice has declined in recent years as the service has

increasingly become a career service. To ensure that the benefits of interchange are not lost either to government or the universities it is hoped to make a small number of such appointments each year.

Nature and scope of economic work

The growth of the number of economists in the civil service since 1965 should be seen within the context of the growth and complexity of government itself, the increase in the output of trained economists from the universities, and the development of the concepts and tools of economics as an applied discipline. In particular the quantitative side of economic analysis has expanded in line with improvements in data and developments in the use of computers. These have made economic analysis and evaluation more technically sophisticated than ever before.

The economists role is to identify and analyse economic factors, to make explicit (and where possible to quantify) the costs and benefits of alternative policies and strategies, and more generally to strengthen the analysis (not only of economic factors) on the basis of which decisions are made. The economist's contribution is, however, only one of several to the policy and decision-making process; political, social and administrative considerations also play a part and vary in importance according to the subject matter. But economic factors are often of crucial importance and governments in advanced countries now generally recognise the importance of expert economic analysis and employ trained economists in significant numbers to provide it.

The type of economic work is as varied as the subject matter. Some economists are in the direct line of policy formulation, evaluating policy options and advising ministers; others have relatively little to do with policy, but are engaged in technical work, and on research and development. The latter are often specialised in the use of particular tools and techniques such as cost-benefit analysis, investment appraisal, and various types of econometric modelling and forecasting. Typically, however, most posts contain a mixture of operational and development work. The following paragraphs give some indication of the subjects covered in the various departments.

The largest group of economists provides a common service to the Department of the Environment (DOE) and the Department of Transport (DTp). In DOE, policy areas in which economists are engaged include housing, local government finance, construction, urban and regional policy (including in particular the inner cities), the water services and the protection of the environment. In DTp economists are working in all aspects of inland surface transport, including the ports.

Another group of economists and statisticians provides a common service to the Departments of Industry, Trade and Prices and Consumer Protection. The major responsibilities of these departments include the sponsorship of the bulk of private manufacturing industry as well as of several nationalised industries; the development, in co-operation with the Treasury, of the Industrial Strategy; regional policy, overseas trade policy and commercial relations with other countries, and prices and competition policy. Economists in the Price Commission, the Monopolies and Mergers Commission and the Office of Fair Trading are also concerned with the implementation of prices policy and of competition policy.

The work of economists in the Department of Energy is mainly concerned with the oil, gas, coal, electricity and nuclear energy industries. The problems of oil taxation, depletion strategy and the appraisal of new forms of energy conservation call for the development, testing and application by economists of new analytical techniques.

In the Ministry of Agriculture, Fisheries and Food, specialists in agricultural economics are engaged in work connected with support policies for agriculture both in the United Kingdom and in the EEC generally, and also on matters connected with trade in food and the food processing and distribution sectors. Agricultural economists are also employed in the Department of Agriculture and Fisheries for Scotland (DAFS). This is an integral part of the Scottish Office whose economists also cover a wide range of Scottish economic issues, particularly in the field of regional and industrial development. A small unit in the Welsh Office provides economic advice on Welsh economic questions.

The economists department in the Foreign and Commonwealth Office is responsible for providing briefing material on the economics of overseas countries and on international economic issues generally, while the economists in the Ministry of Overseas Development (ODM) specialise in the economics of growth and development. A substantial effort is devoted to improving the efficiency of the aid programme.

Economists in the Department of Health and Social Security are employed on the planning and evaluation of the delivery of health and personal social services. On the social security side, they work on the economics of income distribution and ways of achieving efficiency and equality in the provision of benefits for the elderly, disabled and the unemployed. This work is complemented by that of economists in the Department of Employment and in the Manpower Services Commission who have recently been increasingly concerned with, for example, job creation and employment subsidies. The scope of the work in the Department of Employment group is, however, considerably broader than this and covers incomes policy, industrial relations and manpower policy. The work on manpower policy is to some extent tied in with that done by economists in the Department of Education and Science.

Finally, the Treasury continues to employ a substantial number of economists. The most widely reported part of their work is on the macro-economic forecasting side. Recent developments in this field include the greater integration of short-term and medium-term forecasting through the Treasury's unified model and improvements in forecasting on the monetary side. It is perhaps not generally realised that the majority of service economists are employed on work of a micro rather than macro-economic nature. Within the Treasury the bulk of the economic work on the public expenditure side is of a micro nature.

A Century of Trade Marks 1876-1976

Prepared by Mr R. L. Moorby, Assistant Registrar, with assistance from Mr D. Myall and Mr F. J. Ward Dyer, this interesting and informative book is the first to explain in layman's terms the complex subject of Trade Mark Law and is a fitting tribute to the work of the Trade Marks Registry over the last 100 years. Opening with a brief outline of trade mark history prior to 1875, the book shows how the growing commercial pressure for statutory protection of a distinctive trade mark led to the 1875 Act and the establishment of the Registry, under its far sighted Registrar, Sir Reader Lack, to administer the law. Distinctive and deceptive trade marks are illustrated and quoted as examples of the essential criteria for acceptance laid down from the beginning. There are interesting records of some of the personalities involved at the outset, and the last three chapters deal with the Manchester Branch and the Cutler's Company, 'Trade Marks as Footnotes to Social History' and a look at the future in the light of the Mathys Committee and our membership of the EEC.

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HMSO BOOKS

Transfusion of practical help for NW industrial heartland

Britain's north-west region is at the heart of one of the largest industrial concentrations in western Europe. With the intention of keeping it that way, existing and new industry in the region is eligible for the full range of government assistance. Cecil Blackman, the Department of Industry's north-west regional director of development, spells out the practical help available and presents five companies that have made use of it.

The north-west regional picture is of a vital, comprehensive industrial expertise backed by a skilled, adaptable and experienced labour force, the whole supported by well established financial, commercial and professional services second to none outside London. It is in this immense industrial concentration at the centre of Britain that the region's strongest investment interest lies.

Of particular relevance to firms expanding or moving into the region are the many forms of financial assistance which are an integral part of government regional policy. The whole of the north-west is an assisted area, be it development, special development or intermediate, and assistance can take a variety of forms.

The financial incentives available include:

☐ Merseyside special development area (which includes Skelmersdale New Town) and the Furness development area – regional development grants towards buildings and plant and machinery for manufacturing concerns; regional selective assistance, normally in the form of loans or interest relief grants; and for service industries job creation grants and rent relief grants.

☐ Other parts of the north-west (intermediate area) – regional development grants on buildings only, for manufacturing concerns; selective assistance; and rent relief grants for service industries.

Under the Industry Act 1972, regional developments grants are available throughout the region towards approved capital expenditure on new buildings or works (other than mining works), and on the adaptation of existing buildings, used wholly or mainly for manufacturing activities. The grants may be paid to an occupier of the qualifying premises if he provides the building, or to anyone else (including local authorities and new town development corporations) who provides a building for occupation by a tenant for use in manufacturing activities.

Regional development grants are also available in Merseyside and Furness, towards capital expenditure on new machinery or plant for premises used wholly or mainly for manufacturing activities. The rate of grant on buildings and plant and machinery is 22 per cent in Merseyside and 20 per cent in Furness—and on buildings only 20 per cent in the rest of the region.

Under section 7 of the act selective financial assistance may be made available for individual projects which create new productive capacity or increase existing productive capacity, create additional employment and which have good prospects of viability.

Assistance for employment creating projects is usually offered either by way of preferential loans, possibly with interest free periods, or interest relief grants, the alternative form of assistance, where the applicant raises the finance for the project from his own or from private sector sources. In determining the appropriate level of assistance the department has regard to the relationship between the amount of assistance and the number of jobs to be created.

Assistance may also be offered to manufacturing industry in some special circumstances in connection with significant and viable modernisation and rationalisation projects which will maintain and safeguard employment but not necessarily provide additional employment. Projects may be eligible for loans, at commercial rates or at concessionary rates, or, alternatively, interest relief grants.

For manufacturing industries located outside the north-west region and considering a move into it additional assistance is available in the form of removal grants of up to 80 per cent of the reasonable costs of removal including the removal of plant, machinery, stocks and materials along with the net statutory redundancy payments due at the old location.

Service industries too may be given assistance where qualifying activities are moved into the region from non-assisted locations, provided a minimum of 10 jobs are created; or where qualifying activities already existing in the region are expanded, so long as a minimum of 25 jobs are created.

Projects must have a genuine choice of location as between the north-west and the non-assisted areas. Such service activities may be eligible for rent relief – up to seven years in Merseyside, up to five years in Furness and up to three years elsewhere; job creation grants of £1,500 for each job created in the Merseyside special development area or £1,000 for each job created in the development area of Furness; and employee transfer grants of £1,500 for each employee transferred into the region from a non-assisted area up to a limit of 50 per cent of the total additional jobs created in the region by the project. Service projects may also be eligible for interest relief grants and removal grants.

The Industry Act, in this case section 8, also provides for help under the selective investment scheme for major individual projects that will lead to substantial and identifiable improvements in industrial performance. This particular assistance is directed towards the manufacturing sector with emphasis on engineering. The assistance offered is the minimum considered necessary to bring about the additional benefits associated with the projects and is normally in the form of a grant. Payment is linked to performance according to the particular circumstances of the project.

North-west industry responds to incentives

Bob Cryer, Parliamentary Under-Secretary of State for Industry, told the annual general meeting of the North West Industrial Development Association, held at Preston, on 16 June that 'the main objective of the government's regional policy was to reduce unemployment in areas like the north-west. Industry had certainly responded to the regional incentives on offer in the region.

Regional development grants had amounted to £153 million since March 1974. Regional selective assistance of £100.3 million had been offered to support investment projects costing £702.2 million and involving 99 333 jobs. In addition, over 122 000 m² of advance factories had been approved since March 1974. This was the largest programme ever undertaken in the region by any government.

Under the accelerated projects scheme, 13 projects in the north-west had been approved; these had involved assistance of £7.9 million towards project costs of £59 million. For example, two companies in the north-west, Thomas Storey and GEC Switchgear, had brought forward investment projects under the accelerated projects scheme totalling some £5.3 million.

In addition, Mr Cryer said, there were the 13 sectoral industry schemes for modernisation and restructuring the key industries. Up to 31 March 1978, offers of assistance totalling £17.5 million had been made under these section 8 schemes to projects in the north-west estimated to cost £108.6 million. And although the clothing, machine tools, printing machinery, textile machinery and wool textile schemes closed at the end of 1977, there were numerous applications still to be considered under these and other schemes.

There are several schemes designed to help modernise, strengthen or increase productivity in certain particular sectors of industry. The precise criteria depend on the industry concerned but generally assistance takes the form of percentage grants towards the cost of new plant and machinery, buildings and in some cases towards innovatory systems and new products.

During the financial year 1977-78 some £58 million worth of regional development grant was paid to firms in the north-west and payments under section 7 of the Industry Act 1972 amounted to loans of £1.08 million, £29 million in interest relief grants, £4.3 million in service industry grants, and removal grants of £0.75 million.

The north-west has never been just 'one of those regions north of Watford' and in today's UK, more than ever it represents a strategic location for industry and commerce, a base affording rapid contact with all parts of the country and overseas. Industry Act help is proving a relevant factor in industrial investment decisions. This compelling combination of first-class infrastructure and financial incentives in the north-west provides a stimulus to vital development. Clearly many firms are already aware of the benefits and have taken full advantage of them. There is room for more.

Investment brings jobs to NW

Government assistance has helped these firms to invest and expand in the north-west. Each of them believes it is in the right place. There is room for more.

Extrusion plant expanded

In 1963 applications were made by Rio Tinto Zinc Corporation for financial assistance under the local employment acts to establish an aluminium extrusion plant, RTZ Extruders Ltd, at Widnes. This was a new activity for RTZ in the UK. The project was completed in September 1964 and in operation at the beginning of 1965. The following years saw considerable extensions to the plant and in the years 1969-71 sales had reached around £2 million per year.

The corporation as a whole continued to expand its business and maintain an impressive profit record. At the end of 1973 after its first investment in anodising the company was making excellent progress and earning good profits with sales up to £4 million. Currently it employs 350 people at Widnes and this will reach 400 by the end of the year. A new anodising plant to double the company's existing capacity was brought into service last year at a cost of nearly £½ million.

A further expansion to the plant is under consideration, estimated completion date being September of this year, with an investment of £170,000 in new machinery. When this expansion is completed the company will have an anodising capacity of 45 000 amps which, together with its three extrusion presses, makes it one of the three biggest pre-anodised extrusion plants in the UK. In 1978 the company expects turnover to exceed £13 million.

Before embarking on expensive projects the company carefully considers the government financial assistance available which could make a major contribution to the feasibility of the schemes. In fact over the last 15 years assistance has been a considerable factor in the siting of successive investments at Widnes.

Bank centralises services

The Co-operative Bank Ltd has recently announced its plans to set up a £7 million new centralised customer service bureau in Skelmersdale New Town. The chairman of the Manchester-based clearing bank, Sir Arthur Sugden, has said that the new centre would capitalise on its competitive advantage and attempt to control the ever-rising costs generated by the traditional branch banking. At the projected rate of expansion, the new centre is expected to be handling twice the present amount of Co-op bank business in five years' time.

The decision to locate the centre and create up to 600 new jobs in Skelmersdale and the possibility of this figure increasing to 1000 is welcome news for the hard-pressed employment area and reflects strong encouragement given by the Department of Industry to site the project in this high priority development town in the north-west. Some £2 million will be provided by the government for the project in the form of incentive grants under the Industry Act 1972 with the possibility of a further £1 million if the higher employment level is reached.

At Delf House, Skelmersdale, a custom-built computer room will be established which will eventually provide a comprehensive service for all the bank's customers throughout the UK. At the same time, centralised and automated handling will be introduced there for items such as standing orders, new account registration, security records, and account control which are presently processed at each individual branch.

The number of personal current accounts has increased by 50 per cent over the last two years. It is planned to deal with the growth by centralising the traditional back office operations as opposed to the old pattern of establishing more and more large branches in expensive high-street sites. The bank's existing branches in some 63 locations will increasingly allow managers and staff to spend more time with customers.

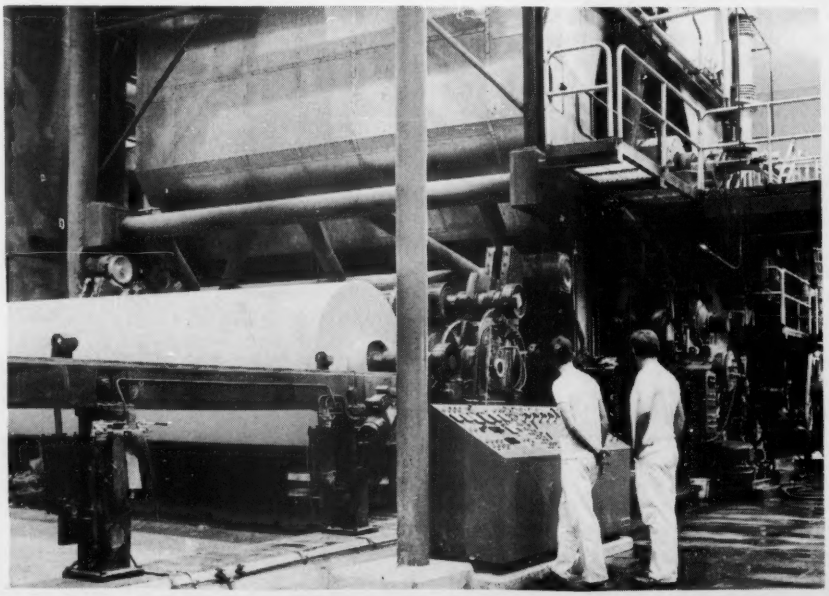
Sir Arthur states that 'there will be no immediate dramatic change visible to our customers as a result of this development but the most obvious result will be in an ability to maintain a competitive lead through increased productivity and efficiency'.

Computer chooses Barrow

Bowater Scott Corporation Ltd was founded in 1956 by an equal partnership of the multi-million pound Bowater Paper Corporation and the Scott Paper Company of Philadelphia. At that time there was one small mill at Walthamstow in east London making disposable papers for conversion into a limited number of consumer products. The following year the production capacity of the company was considerably increased with the building of a much larger mill at Northfleet in Kent. The need to keep pace with the steep rise in sales necessitated greater production capacity and further expansion took place.

In 1965 it became apparent that with the continuing growth in sales volume additional expansion would be essential. A major research project was carried out, part of which included the examination of 35 possible sites in government scheduled development areas. Computer facilities were used for much of the detailed work in order to calculate the answer from a variety of alternative courses. The most favourable site proved to be Barrow-in-

The third of Bowater-Scott's four tissue-producing paper machines at its mill at Barrow-in-Furness, Cumbria. The mill is the largest tissue producing unit in the world outside the United States.



Furness. Consequently a 20 hectare site was purchased at Barrow and the next stage of the Bowater-Scott expansion programme began.

The initial labour force of about 50 has since risen to 1250 and investment by mid 1977 is estimated to have reached £17 million. It is now the world's largest tissue producing unit outside the United States. Plans are currently under way for a scheme to take ink out of waste paper, break it into its original fibres and remake it as tissues.

The new plant is expected to be completed this year with a total cost of £2.8 million. The company appreciate the large part played by government financial assistance in setting up the operation and on major projects.

Factories relocated in NW

Prior to 1964 the Rentokil group had three factories producing its total UK and some export requirements for service use and retail sale. The two southern factories were located in Surrey, manufacturing oil-based wood preservatives and liquid insecticidal fluids, and in Kent, horticultural and agricultural products. The third unit was in Scotland and supplied rodenticides and solid insecticidal preparations. While head office, accounts and research and development divisions are located in East Grinstead, Sussex, considerable thought went into deciding on the best possible location of a new factory.

In May 1964 the production division of the group moved into existing buildings at the Webber Road site on the Kirkby Industrial Estate, Merseyside. The main reasons for the choice were the advantages to be gained from centralising the manufacturing facilities; availability of suitable skilled and semi-skilled labour; desirability of being situated in a geographical central position; proximity to a main international port; and attractive top-rate government financial incentives.

The two southern factories were therefore completely relocated on Merseyside within six weeks and the northern factory followed within a few months, the full task being completed in a period of four and a half months. Careful planning enable sufficient stocks to be built up and at no stage was there a shortage.

Natural expansion of the group's activities, further centralisation with the transfer of production from Holland and Denmark, and the introduction of important new services and sales, necessitated the acquisition of a second site at Bradman Road in Kirkby a few years ago. The development of associated companies overseas, together with retail and agency sales, made the establishment of a specialised export packing and handling section essential. In particular, a large part of the new site has been designed and built to cope with the fast expanding market for preservative salts used in the pretreatment of timber where approximately 75 per cent of these products are exported.

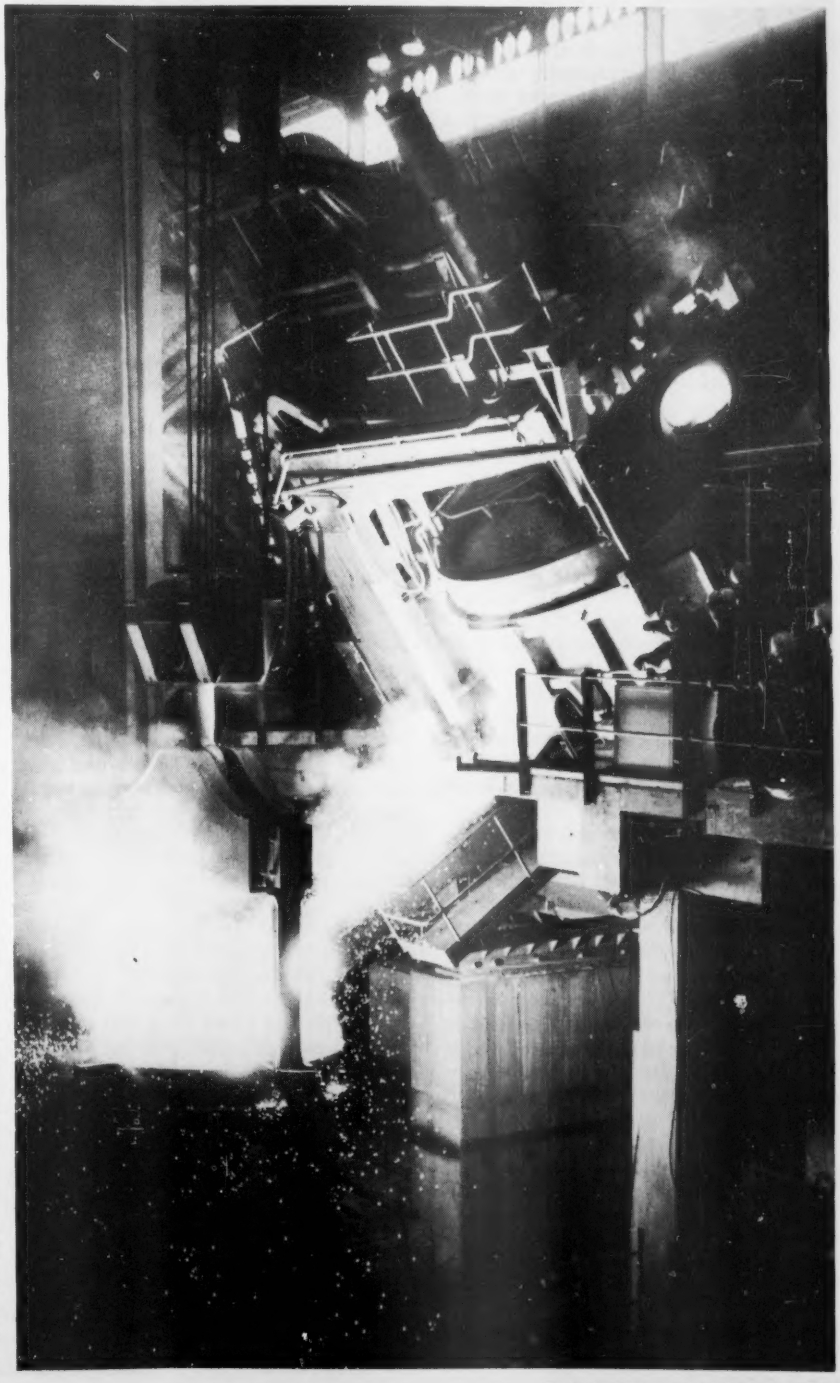
Norwegian investment

Manchester Steel Ltd, Manchester, is a wholly-owned subsidiary of Elkem Spigerverket AS of Norway. The UK manufacturing project stemmed from trading activity in the UK which saw a market for reinforcement steel. Neither this company nor anybody else in the trade had foreseen the current crisis in the industry but it was convinced the Manchester steel plant would survive because it had modern plant running efficiently, with tight control on finance and a labour force whose productivity was as good as that at any other plant in the world.

The workforce had developed a spirit of teamwork and co-operation, an essential requirement in a process industry on continuous shift operations. A works committee is the focal point of trade union activity and much time and effort is given to resolve the day to day problems. Consideration is frequently given to methods of working, equipment, manning levels and safe working procedures in an endeavour to create and develop an atmosphere geared to success.

The company has established a most satisfactorily relationship with the City of Manchester and it is their intention that this should be maintained. This is a refreshing example of an expanding company in an industry which elsewhere in the UK is somewhat depressed. It has a new steel plant with electric arc furnace and continuous casting equipment, £6 million worth, and has taken over a neighbouring steel rolling mill in a £4 million deal. Government financial assistance played a large part in their setting up in the north-west intermediate area.

Tapping the furnace in the Manchester Steel mini-mill which produces steel billet for rolling in the rod mill.



New publications

Selection of publications for review on this page does not necessarily reflect the views of the government, nor do the opinions expressed. Inquiries about this page and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Government aid for industry in Europe

Over the past 10 years, governments at both national and local level, anxious to obtain higher levels of new investment, have been striving to provide more attractive packages of business incentives for industry. For the average layman the conditions and methods of application for these financial and fiscal packages are complex and, until now, there has been no major attempt to provide a general guide to the variety of schemes available or to the official bodies which grant them. As a result, large sectors of industry have not been fully aware of the extent to which state aid is available.

In an attempt to remedy the situation, a guide has been published by Graham and Trotman describing facilities available in some 18 western European countries explaining the conditions under which grants are made and the procedures for applying. There is a separate list for each country, plus a section on the European communities. For the assistance available in EEC member states it is necessary to examine both the country list and the EEC list. Based to a large extent on official publicity material, the facilities are covered in some depth, and, where appropriate, details on tax incentives, development grants, subsidies and loans are included with full addresses of contact points. An index might provide a useful guide to these organisations in future issues.

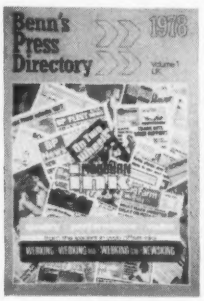
Closer analysis of the section covering the UK reveals certain shortcomings, such as passing reference only to the important selective investment scheme which was designed specifically to stimulate investment and to strengthen the industrial structure of the UK. Similarly the product and process development scheme under the Science and Technology Act gets no specific mention.

It must be recognised, however, that the author has attempted to provide a comprehensive guide to the available incentives to business in a major area of the industrial world – no easy task – and this work must be commended. As his foreword recognises, Mr Donovan faced one major problem: the fact that rules and regulations of this kind are constantly changing. It would make sense, therefore, to opt for the looseleaf format rather than the paperback.

Used with care, double-checking with the relevant authority, this work should prove useful – at least in pointing companies in the right direction.

Official Grants and Financial Aids to Business in Western Europe, by Michael H. Donovan. Graham and Trotman Ltd, Bond Street House, 14 Clifford Street, Mayfair, London W1X 1RD. 1977. 381 pages; paperback £20.00 (ISBN 0 86010094 4); looseleaf £30.00 (ISBN 0 86010057 X).

The press – in Britain and overseas



Access to the media is obviously important for business people, both as users of information and for advertising. The 'Newspaper Press Directory' has been a familiar name in this respect for 125 years: now in its one hundred and twenty-sixth edition, it has taken on a new name and format. Re-named 'Benn's Press Directory', it is published in two volumes, differentiating between the UK and overseas press.

The UK volume retains its original format as a comprehensive guide to newspapers, periodicals, house journals and directories published in this country, together with details of publishers and personnel. Use of the publication is facilitated by a clear layout, which lists publications by type, with a classified index to the subject specialist journals and an alphabetical master index to the complete contents.

Those whose interests go further afield will find in the new overseas volume a concise and useful tool for identifying major press and trade journals throughout the world. For each country there is a separate list, with sections covering newspapers (both national and regional) and an alphabetical list of periodicals. An additional new feature is the inclusion of international organisations.

Apart from their coverage of the press, both volumes also contain handy lists of relevant associations, news agencies and other related organisations.

Benn's Press Directory. Benn Publications Ltd, Sovereign Way, Tonbridge, Kent TN9 1RW. 126th edition. 1978. 2 volumes; paperback Volume 1 (UK) £17.00 (ISBN 0 51049011 5). Volume 2 (Overseas) £12.00 (ISBN 0 51049012 3) (both volumes ordered together £25.00).

Speaking the same (fish) language

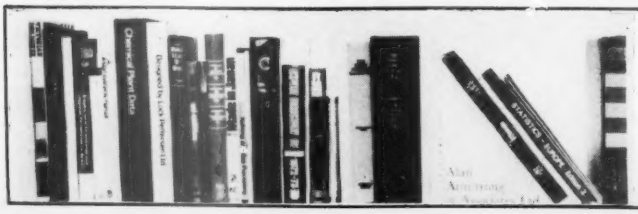
Fish and their dependent products account for a surprisingly important sector of international trade. As with many areas of international business, problems of nomenclature abound. For example, names of specific species may vary in different countries or even between regions where the same language is spoken, in other cases the identical name may be used for more than one species. It is this sort of problem which might confuse even the professional translator without the right subject knowledge.

Against this background, the fisheries division of the Organisation for Economic Co-operation and Development produced a multilingual dictionary, which has now appeared in its second edition. Substantially revised and expanded, the new edition has taken into account the recent standardisation of the nomenclature suggested by international organisations, such as the Food and Agricultural Organisation of the United Nations and the International Commission for Zoological Nomenclature.

The main text is in English and French, with details in both languages of local names, usages, processes and marketing followed by translations into 13 languages, which, as well as those of western Europe, include Japanese, Serbo-Croat and Turkish. For each language a standard coded letter is used and this appears in a uniform position so that it can be immediately located. There are indexes for each language covered, to refer the reader back to the main text.

The dictionary has now become a standard reference work for those concerned with fish and fish products in both commercial and academic circles.

Multilingual Dictionary of Fish and Fish Products; prepared by the Organisation for Economic Co-operation and Development. 2nd edition. 1978. Fishing News Books Limited, 1 Long Garden Walk, Farnham, Surrey. xvii, 430 pages. £16.00. (ISBN 0 85238086 0).



The books reviewed above – and many other business books are available immediately from:

THE BUSINESS SCHOOL BOOKSHOP

Sussex Place, Regent's Park, London NW1 4SA 01-723 3902

★ **THIS MONTH'S RECOMMENDED PURCHASE:**
'The Directory of Export Buyers in the UK'
First edition 1978 – £25

Technology news

DoI/UKAEA support paves way for export deal

A licensing agreement, which will give a British company, Lintott Engineering, access to a £40 million market in the United States for high technology in implantation equipment, was announced on 21 June.

Arranged with a leading US manufacturer of ion implantation equipment, Accelerators Inc, the agreement covers, initially, marketing in the United States and Canada of Lintott's new series III high-beam current machine developed in conjunction with the UK Atomic Energy Authority (UKAEA) at Harwell and launch aided by a pre-production order placed by the Department of Industry.

In return, Lintott will market Accelerators' range of low and medium-beam ion implanters in Europe. The agreement envisages reciprocal manufacturing in the future.

Announcing the agreement, Jack Barr, managing director of Lintott, said that the company's researches had discovered a reticence by United States' semi-conductor manufacturers to purchase expensive, complicated machines from foreign suppliers without the positive assurance that they would be well serviced and maintained. This new agreement would, he said, remove the psychological barrier of buying from a supplier over 6000 miles away. With the removal of very high transport and import costs new markets would be opened up for both companies. In fact, Mr Barr said, the agreement meant that Lintott's selling costs in the United States had been reduced.

The agreement would enable each company to present a much broader product range, Mr Barr said. Lintott which had concentrated on the high-beam machines would add Accelerators' medium and low beam machines and Accelerators would be able to add the high-beam machine to top out its range.

The series III

Lintott's series III high-beam current ion implantation machine is the fruit of 10-years' collaboration with UKAEA. It began with Harwell's work in ion beam generation and handling for isotope separation which was utilised to build a versatile high-current ion implanter. Lintott was licensed to exploit the original Harwell development work and, in conjunction with Harwell, the company built the series II machine. Production requirements made changes necessary and the outcome was the series III.

To develop the series III, the company applied for DoI assistance. The department advanced the company £49,500 towards the construction of the first machine and later advanced a further £250,000 for two pre-production machines.

John Duckworth, chairman of Lintott, explained that without DoI support it was unlikely that the series III machine would have ever got off the ground and Desmond Hughes, divisional manager of Lintott's electronics division, said that, just as importantly, DoI's help had enabled the company to get its product into the market place at the right time.

The series III moves the ion implanter from the laboratory into the production area. Lintott claims that the machine incorporates the major requirements demanded by industry for the implanting of semi-conductors on a production basis. It has a high output – typically 400, 2 in wafers or 200, 3 in wafers per hour – and, the company says, the system's doping uniformity, wafer-to-wafer and batch-to-batch is reproduceable to within 1 per cent.

With an overall energy of 200 keV, most industrial requirements are covered at milliamp beam current levels and, by using doubly charged ions, an energy of 400 keV can be obtained still at useful current levels.

The company has designed the series III with the production engineer in mind. Only the control fascia and processor need to be in a clean room and the programme for carrying out the full cycle of implantation is initiated simply by closing the target chamber door. This chamber has been designed to hold wafers of up to 6 in diameter to cope with industrial requirements into the foreseeable future.

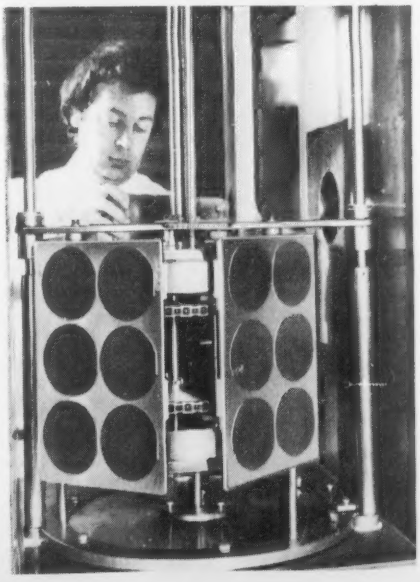
The analysing magnet design covers most of the major elements used in semi-conductor manufacture – boron, phosphorus, arsenic and antimony.

The company says that the combination of a specially designed carousel which carries the wafers through the beam in a helical path, and automatic relation of beam current to carousel speed ensures an even dose over the whole wafer and a constant dose per scan.

All the control functions are transmitted through fibre-optic links that operate servo mechanisms.

The company claims that the comprehensive system of interlocks fitted ensures that the machine is completely safe even in the hands of inexperienced personnel.

For the future, Mr Barr says that the Department of Industry recognises that, in this type of technology, research and development is important. If the loading and unloading of the wafers could be automated then the yields would be increased. The company had therefore put proposals to the department for 'a substantial amount' of money to fund this research.



Lintott Engineering's series III ion implantation equipment (above) and showing (below) the unimpeded access to the target chamber from both sides.

Research establishments' work reviewed

To illustrate the work carried out by its six research establishments and explain the services they can offer to industry, the Department of Industry published a first review of their work on 22 June.

Welcoming the report (see centre pages), Parliamentary Under-Secretary of State at the Department of Industry Les Huckfield, drew attention to the establishments' record in helping industry. 'But,' he said, 'I believe industry

has in the past not sufficiently appreciated what a valuable resource they represent. The Department of Industry is committed to making that resource more easily available. I hope industry will respond by drawing on that resource imaginatively and effectively.'

Mr Huckfield pointed out that the accuracy of the Post Office speaking clock, for example, depended ultimately on work done at the National Physical Laboratory, which also diagnosed the cause of Big Ben's troubles in 1976; Warren Spring Laboratory could advise on dusts, fumes and odours in factories and the control of oil pollution, and the Laboratory of the Government Chemist's concern for occupational safety, health and consumer protection included analysis of food and water and examination of cosmetics and medicines.

'The technologies developed in the laboratories must be transferred to industry,' he stressed. This could be done by working under contract to a firm or group of firms and by staff working hand in hand at the laboratories or firms or by laboratory specialists joining companies as permanent members of their staff.

It was vitally important, he said, for Britain to use its scientific and technical talent to develop new technologically advanced products, because as developing countries industrialised they would inevitably become increasingly self-sufficient and compete for a share in the world markets for less sophisticated products and processes.

NPL and Scicon to develop democratic computer

Demos, a computer system that is capable of unlimited expansion without any need for software changes, is to be developed by Scicon (Scientific Control Systems Ltd) and the Department of Industry's National Physical Laboratory. In this industry and government laboratory joint venture, Scicon is to receive a grant of £29,000 from the department's advanced computer technology project to add to £29,000 it is itself committing. The laboratory's work in the venture is sponsored by the department's computers, systems and electronics requirements board.

The principal feature of Demos is the linking of up to 250 mini-computers, each having their own information store, by a high capacity communications ring. Distributing the computing power of the system throughout a large number of units gives greatest benefit from the high performance at low cost advantages of the latest large scale integrated circuit (microelectronics or 'chip') technology. The system will also exploit modern computer language and program production techniques so as to minimise software costs.

The system will use conventional minicomputers. Only the interface between each computer and the communication ring will need to be specialised for the needs of the particular computer used. Large data capacity may be provided by attaching information storage discs to the individual minicomputers.

Demos will be programmed as a single computer with individual component computers each allocated a share of the program load. By this means, the user at each component computer is provided with independent and simultaneous access to the whole system.

Such a system will be especially suitable for applications where large numbers of activities take place in parallel. The first application areas to be developed will be real-time control of industrial process plants, financial transaction processing, as in banking, and in improving the message handling capacity of communications systems.

A prototype of the system will be built during the coming year and Scicon will develop subsequent commercial versions of Demos.

NMI's sea-research tower: room for more projects

A unique marine research station, one mile off the Hampshire coast, is providing vital data for the design of offshore structures. It is the National Maritime Institute's Christchurch Bay tower. Since it was recommissioned in April this year it has been continually measuring, recording, and transmitting information about wave forces for a Department of Energy research programme.

The tower (below) was first deployed for wave loading and sea-bed stability studies in 1976 but a few months later it was damaged by a severe storm – throughout which it continued to monitor tests. Now in its reconstructed form the Christchurch Bay tower also provides attachments and mechanical support for additional local experiments and power and remote supervision for others.

With its extra capacity for experimental work, the new marine facility is being actively promoted by NMI. Considerable interest is already being shown – not only in Britain but also in Norway.

The English Channel is a region of increasing interest to the offshore industry, and the tower further extend's NMI's capability and knowledge gained from extensive experience of sea trials and marine operations. Christchurch Bay was chosen after measurements showed that general wave conditions in this part of the Channel, are, at an appropriate scale, similar to those experienced in the deeper waters of the continental shelf around Britain.

Environmental sensors on the tower register local conditions while an on-board computer simultaneously monitors and supervises experiments including the recording of data. The data collection system is designed to accept the output of all types of electrical transducers, and information from these is identified and collated before being recorded on magnetic tape to be retrieved as required for analysis.

In parallel the computer also samples incoming data, undertakes 'first-line' analysis, and telemeters results direct to a shore station where they are recorded. Remote users can then monitor their experiments by interrogating the shore equipment from a data terminal over ordinary Post Office telephone lines at any time. A television system enables the experiments and the sea to be directly viewed ashore on demand. Recordings can be made and photographs of selected events provided.

Areas of study for which the tower is suitable include: corrosion and fouling; environmental studies; hydrography; oceanographic instruments; underwater acoustics; wind and atmospheric studies; wave energy; and wave forces.

Further information can be obtained from the Officer in Charge, Marine Trials Base, National Maritime Institute, Department of Industry, St John's Street, Hythe, Southampton, Hampshire, SO4 6YS, tel. Southampton 843065.

SRC encourages R and D collaboration

Closer co-operation between industry and polytechnics or universities is to be encouraged by a new £1½ million scheme of the Science Research Council. It will help the council to carry out its primary task of sustaining standards of education and research in the universities. The council believes that the greatest benefit is obtained from academic and industrial co-operation when the co-operating company is a full partner in choosing and carrying out the research.

Funds have been earmarked for the three-year trial period to enable up to £½ million a year to be committed to the scheme in addition to the large sums already provided under the council's special and co-ordinated programmes such as marine technology, polymer engineering and grinding technology.

The new scheme requires the academic and industrial partner to choose and carry out the research jointly. The research should both advance understanding and assist the improvement of industrial operations. The industrial partner should match the council's financial support by a contribution in cash, kind and know-how.

The new grants may be sought in all the biological, engineering and physical sciences for which the council is responsible.

Any resulting patent and intellectual property rights will belong to the industrial partner who will pay a small agreed royalty on successful exploitation. The net income from royalty will be shared equally between the academic institution and National Research Development Corporation.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Metal surfaces protected by scales

An anti-corrosion treatment which absorbs surface moisture and then coats the treated surface with a moisture-resistant film has been developed by lubricant specialists Isaac Bentley and Co Ltd of Liverpool. Vinbrite DP7 is a water-based emulsion. When it is applied to a metal surface, the absorbed water is evaporated to atmosphere together with the water used as emulsifier, leaving a soft, grease-like film.

Microscopic examination
Under microscopic examination it can be seen that Vinbrite DP7 forms platelets on the metal surface which overlap to give a fish scale effect. This form of protection, the manufacturer says, is quite impervious to moisture and provides excellent anti-corrosive properties. The grease-like film is so tenacious that components can be handled afterwards without risk of the anti-corrosive protection being affected.

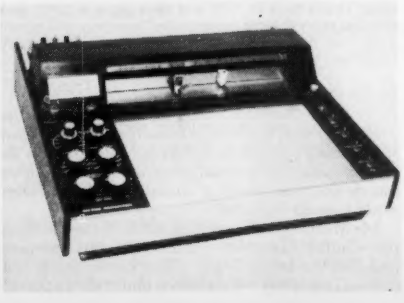
According to the manufacturer, a swab immersed in Vinbrite DP7 and pulled through a pipe of smaller diameter provides full internal protection against corrosion. Vinbrite can also be used to line the internal surfaces of storage tanks or pipes designed to carry oil, gas and the phosphate ester fluids used in the compensators, tensioners and blow-out preventers on offshore rigs.

Further information: circle 703

High-speed electronic chart recorder

Flat bed chart recorders capable of mains or battery operation and combining an accuracy of ±0.25 per cent with a writing speed of more than 500 mm/s, are manufactured by J. J. Lloyd Instruments Ltd. The CR650 is equipped with one pen; the CR652 has two independent channels providing full pen overlap. Both recorders accept chart paper having a width of 300 mm; the actual chart width is 250 mm. They are calibrated for a full scale deflection of 200 mm leaving a further 50 mm for 'over-range' reading.

Further information: circle 704



Easy-to-cut sheeting glows in the dark

Emergency signs which glow in the dark after being exposed to light can be made quickly and easily from a flexible, easily cut polymeric sheeting. Available with or without a self-adhesive backing, the material is named Lime-Lite. A non-radioactive chemical incorporated in the manufacture glows for eight hours, with diminishing strength but still visible, after being subjected to two minutes of natural or artificial light.

Long initial period
Lime-Lite, intended mainly for indoor application, has been developed for use particularly in buildings during light failures. The glow is sufficiently bright for a long initial period to show exits and fire fighting equipment.

Made by Webb-Lite Ltd, the sheeting can be cut with scissors and will not crack at temperatures as low as −10° C. It can be printed on and it can be cleaned easily because it is not damaged by detergents, washing powders and other cleaning agents.

Further information: circle 705

Filter medium gives better effluent treatment

A plastics random packing medium, which has been developed by Acalor International Ltd for percolating or trickling filter beds used in the biological treatment of sewage and other effluent, is claimed to be more efficient than conventional media including stone or gravel. This means that filter-bed size for handling a given volume of effluent can be reduced without affecting performance.

Irregular spheres
Biofil consists of irregular spherical shapes, moulded in polypropylene and carefully designed to provide maximum surface area and random interlocking possibilities. Basically, each shape resembles a 95 mm long by 13 mm in diameter central cylinder and a 95 mm diameter reinforcing ring, the two arranged in gyroscope fashion except that the ring is connected to the top and bottom of the cylinder by triangular fins with serrated edges. These serrations enable the shapes to interlock randomly thus providing a filtering area that presents a large working surface and resists both short and long-term loads. High voidage of 94 per cent prevents blockage by biological growths.

The medium sustains high bio-oxidation and is unaffected by climatic conditions. Its advantage over other plastics packings is said to lie in its specially researched shape, notably the drainage provided by its central cylinder, enabling it to be used for primary and secondary treatment including roughing and polishing. Performance of existing plant can be improved by using the medium, and an overloaded filter bed be brought up to satisfactory performance by replacing the conventional packing with the plastics shapes.

Further information: circle 707

Arabic typing course has electronic touch

An overseas student begins a new Arabic typing course in London using a British developed audio-visual system of touch-typing training. The equipment has been adapted to the complications of the Arabic keyboard. An electronic panel representing a typewriter keyboard, has lights for illuminating each symbol and is linked to a twin-deck tape recorded console. Equipment includes a full set of pre-recorded, pulsed and programmed lesson tapes and a white exercise board above the electronic panel. The system imparts a tactile memory of the typewriter keyboard and teaches the trainee to touch-type at eight and a half words a minute.

Further information: circle 706

Parliament

Monday, 19 June

European trade marks office

Hugh Dykes (Harrow East) asked the Secretary of State for Trade when he intended next to discuss the future creation of the European trade marks office within the context of meetings of the council of ministers.

Mr Clinton Davis pointed out that all discussions on the community trade mark had so far taken place in a working group established by the commission to consider a draft regulation. A second draft was now in preparation and would be considered by the group. The commission did not expect to put proposals for the creation of a European community trade mark office to the council of ministers before the spring of 1980.

EEC sheep meat regime

David Price (Eastleigh) asked the Secretary of State for Trade what representations he had received about the likely effect of the proposed EEC sheep meat regime upon British shipping; and what conclusions he had come to as a result of those representations.

Mr Clinton Davis said that he was aware of the concern of British shipowners in the New Zealand trade about the possible shipping implications of the proposed EEC sheep meat regime. Full account would be taken of the substantial UK shipping interest when the commission proposals were considered.

EEC rules on oil spills

Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade what steps he has taken and would take to secure the ratification by the European Economic Community of agreements requiring adherence to stringent rules to prevent oil spills within the waters of member nations.

Mr Clinton Davis said that the council of ministers of the European communities had agreed to recommend that member states should sign, ratify or accede to certain conventions by particular dates in 1979 and 1980. The conventions concerned were:

1973 International Convention for the Prevention of Pollution by Ships (Marpol).
1974 International Convention for the Safety of Life at Sea (Solas).
1978 Protocols to Marpol and Solas.
International Labour Organisation Convention no. 147 on Minimum Standards for Merchant Ships.

All these conventions would contribute directly or indirectly to reducing oil pollution in the waters of the member states.

Standards for oil tankers

Hamish Watt (Banff) asked the Secretary of State for Trade what steps were being taken in co-operation with other maritime states to raise international standards of oil tanker construction and improve the training of their crews.

Mr Clinton Davis said that in February of this year agreement had been reached at the Intergovernmental Maritime Consultative Organisation (Imco) on protocols to two international conventions which raised tanker construction standards by requiring new crude carriers of 20 000 deadweight tones and above to be fitted with protectively located segregated ballast tanks, and making dual steering gear control systems and dual radars mandatory for tankers of 10 000 tons gross tonnage and above. Imco was currently holding a conference on the training and certification of seafarers which was expected to agree a convention laying down minimum standards of training for certificates of competence. Mandatory, rather than recommended special training for the crews of tankers carrying oil or other noxious cargoes in bulk, would be proposed.

Coastal oil pollution

Ian Gow (Eastbourne) asked the Secretary of State for Trade what proposals he had to reduce the risk of coastal pollution from oil tankers operating off the shores of the United Kingdom.

Mr Clinton Davis replied that the government would continue to pursue practical measures to improve tanker safety and reduce oil pollution as an ongoing process. At the current conference of the Inter-Governmental Maritime Consultative Organisation (Imco) it was proposed that there should be mandatory special training requirements for the masters, officers and crews of tankers and of ships carrying dangerous cargoes in bulk.

Buildings and the disabled

Jack Ashley (Stoke on Trent South) asked the Secretary of State for Trade what grants or loans were made by his department, or by any body responsible to his department, for the construction or conversion of buildings; if he would make the provision of adequate facilities for disabled people a condition for such grants or loans.

Mr Dell said that his department could make loans and grants for airport development. It did so only in exceptional circumstances and there was little opportunity for him to influence the design of airport buildings. However, the needs of disabled people at airports were widely recognised and the excellence of the facilities provided by the British Airports Authority at Gatwick had been publicly acknowledged. The English Tourist Board made loans and grants for tourist projects which might involve the construction or conversion of buildings. The board had assisted two projects specifically for disabled people. Many other projects benefited the disabled incidentally, and the board tried to ensure that all applicants complied with section 4(1) of the Chronically Sick and Disabled Act. He did not therefore consider it necessary to alter the existing arrangements for approving those grants and loans.

Expansion at Heathrow

Maurice Macmillan (Farnham) asked the Secretary of State for Trade whether he anticipated any substantial deterioration in noise pollution caused by aircraft in the Farnham parliamentary constituency, resulting from the planned expansion of the passenger capacity of Heathrow Airport.

Mr Clinton Davis said that it was not expected that the proposed expansion of passenger capacity at Heathrow would result in increased aircraft noise at Farnham, but the environmental impact of this proposal was being fully examined at the current public inquiry.

White paper on airport policy

Alan Haselhurst (Saffron Walden) asked the Secretary of State for Trade whether he proposed to amend the pre-1990 strategy contained in the White Paper on Airports Policy (Command Paper no. 7084) in the light of the decision by the British Airports Authority not to proceed with the 4 million passenger expansion at Stansted.

Mr Clinton Davis said that he did not. The chairman of the British Airports Authority had said that the authority was deferring its proposals to expand capacity at Stansted to handle 4 million passengers a year and would review the position early next year. The White Paper on Airports Policy did not stipulate when such proposals should be brought forward.

Approach procedures at Heathrow

Margaret Bain (East Dunbartonshire) asked the Secretary of State for Trade whether trials on low power/low drag landing and take-off techniques at Heathrow Airport were now fully completed; what recommendations had been proposed as a result of these trials; and whether the experiment was likely to be extended to other airports, including Abbotsinch, Glasgow.

Mr Clinton Davis said that the trials of continuous descent and low power/low drag approach procedures at Heathrow had been completed and a full report on them would be available shortly. These procedures, which promised appreciable environmental benefits, had already been adopted as the standard method of approach at Heathrow. Similar trials were now in progress at Gatwick and it would be for the Civil Aviation Authority to consider their extension to other airports.

Australasian air fares

Michael Shersby (Hillingdom, Uxbridge) asked the Secretary of State for Trade what was his policy for encouraging the adoption of lower air fares to Australia and New Zealand.

Mr Clinton Davis said that it was his objective to ensure that air fares were established at the lowest possible level consistent with the provision of satisfactory services on an economic basis. Discussions about this were currently in progress with an Australian team.

Sale of tobacco products

Nicholas Winterton (Macclesfield) asked what was the total number of retailers in the United Kingdom who relied on the sale of tobacco products and products used in the consumption of tobacco for more than 5 per cent of their total revenue; and what percentage this was of the total number of retailers in the United Kingdom.

Mr Meacher said that the information sought could not be provided without excessive cost. The available information from the 1971 Census of Distribution was that there were 43 207 confectioners, tobacconists and newsagents out of a total of 352 356 retailing organisations which were likely to rely on the sales of tobacco and smokers' requisites for more than 5 per cent of their total turnover.

Imports of skins

Peter Hardy (Rother Valley) asked the Secretary of State for Trade whether the corrected figures for imports of wild feline skins under tariff heading 4301-3587 during 1976 and 1977 were available from HM Customs and Excise.

Mr Meacher said that they were the revised figures for imports of complete raw furskins of wild feline (other than leopards, ocelots, cheetahs and jaguars) were:

	Quantity		Value
	Kilograms	Number	£
January-June 1976	3 342	11 407	160 971
January-June 1977	13 199	38 372	280 605
January-December 1976	7 311	28 008	352 472
January-December 1977	14 282	42 805	369 434

Note: 17 655 skins in 1976 and 9698 skins in 1977 were imported under licences issued by the Department of Environment under the Endangered Species Act. The remainder were not subject to import licensing.

Export of live animals

Roger Moate (Faversham) asked the Secretary of State for Trade under what legislation he issued licences for the export of live animals; how many licences had been refused in the last year; what was the normal period for a licence; and what was the maximum number of animals for which a licence would normally be granted.

Mr Meacher said that the control of exports from the United Kingdom (which for this purpose included the Isle of Man) of live cattle, sheep and pigs was currently administered under the Export of

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Goods (Control) Order 1970, as amended. The order was made under section 1 of the Import, Export and Customs Powers (Defence) Act 1939. Licences were valid for three months. There was no maximum number of animals for which a licence would normally be granted, it might cover more than one consignment. Licences were granted only in accordance with the recommendation of the appropriate agriculture department or the Isle of Man Board of Agriculture and Fisheries. The figure for licences refused in the last year could only be extracted at disproportionate cost as the department's records did not readily admit of the extraction of accurate ad hoc statistics relating to the licensing of controlled exports.

Agricultural machinery exports

Edwin Wainwright (Dearne Valley) asked the Secretary of State for Trade in view of the fact that regardless of the shortage of up-to-date farming machinery, including tractors, in many parts of the world, especially the developing and under-developed nations, there had been a decline in the export of tractors from the United Kingdom, if he would make a statement on the action he was taking to help the industry to reverse the present declining trend of these exports.

Mr Meacher said that he was aware of the problems of the tractor manufacturers and through the services provided by ECGD and the BOTB, his department was giving the agricultural engineering industry all practicable help to maintain and develop their exports.

Assistance for exhibitors

Timothy Smith (Ashfield) asked the Secretary of State for Trade what assistance his department gave to British exporters who wished to exhibit at international exhibitions.

Mr Meacher said that under schemes administered by the British Overseas Trade Board exporters were provided at favourable rates with space and stand at international exhibitions overseas. Outside western Europe financial assistance was also given towards the travel costs of two representatives per firm and towards the costs of returning unsold exhibits. The board expected to support around 7000 firms at over 400 exhibitions overseas during the current financial year, which was far more than any other of our major overseas competitors.

Trade missions

Frank Hooley (Sheffield, Heeley) asked how many trade missions had visited French-speaking West African states during the past two years.

Mr Meacher said that since June 1976, the British Overseas Trade Board had supported three outward missions to these markets, representing 39 firms.

Trade in aircraft

John Cope (South Gloucestershire) asked the Secretary of State for Trade whether he would now take urgent action to end the discrimination against the purchase of British aircraft in the United Kingdom custom tariff.

Mr Clinton Davis said that it would be premature to seek any change in the community's tariff arrangements for aircraft whilst the question of reciprocal duty free trade in this sector was under consideration in the Gatt multilateral trade negotiations.

Code of conduct in South Africa

Betty Boothroyd (West Bromwich West) asked the Secretary of State for Trade what recent representations he had received about the implementation of the code of conduct on employment practices for firms with South African subsidiaries.

Mr Dell said that the white paper, published on 25 May, took into account views expressed by the TUC, CBI and concerned organisations. The reports which companies had been asked to publish by 30 September would show the extent of implementation and the government would be assessing the reports in due course.

Unit trust charges

David Knox (Leek) asked the Secretary of State for Trade whether he had any plans to allow increases in the maximum permitted level of unit trust management charges.

Mr Clinton Davis said that he had told the Unit Trust Association in March that he was unable to accept their case for increased charges. The association had subsequently made further representations which were being considered by his department.

Trade talks with Japan

Tom Arnold (Hazel Grove) asked the Secretary of State for Trade whether he was satisfied with the current trading figures between the United Kingdom and Japan. Michael Marshall (Arundel) asked what was the present position regarding trade talks with Japan; and if he would make a statement.

Mr Dell said that the UK's bilateral trade balance, and the size of Japan's balance of payments surplus with the world was not satisfactory. The next trade talks were between the EEC commission and Japan on 21 and 22 June. Further discussions would take place at the Bonn summit in July.

Soviet trade delegation

Greville Janner (Leicester West) asked the Secretary of State for Trade what was the outcome of his conversations with the Soviet trade delegation, led by Academician Kirillin.

Mr Dell said that the purpose of the visit in May of the Soviet delegation led by Academician Kirillin was to attend the British/Soviet joint commission for co-operation in applied science, technology, trade and economic relations. The discussions reaffirmed the desire of both countries to develop co-operation in these fields. In particular I pressed for the conclusion of more major orders with British firms in order to maintain the recent improvement in UK exports to the Soviet Union.

Discussions with film industry

Hugh Jenkins (Wandsworth, Putney) asked the Secretary of State for Trade what progress he was making in his discussions on the film industry; and if he would make a statement.

Mr Meacher said that he had had valuable discussions with many sectors of the film industry recently and was awaiting advice on a number of questions from the CFC and other bodies including the interim action committee's proposals for a British Film Authority.

Performing Rights Tribunal

Iain Sproat (Aberdeen South) asked what had been the total cost of running the Performing Rights Tribunal and the following bodies, including all the main constituent costs of any sort, such as expenditure on its own programmes, wages, rent, heating and lighting and maintenance, in the latest 12 months for which figures were available; and what were the projected costs for 1978-79.

Mr Clinton Davis said that in 1977-78 the cost of the tribunal amounted to £1,570. The estimate for 1978-79 was £3,300, the increase being due to more hearings. The main constituent was members' expenses.

Licensed Dealers Tribunal

Mr Clinton Davis said that the last Licensed Dealers Tribunal was held in 1974 and cost £2,370, most of which related to professional and other fees. It was not expected that a tribunal would be convened in 1978-79.

Copyright Royalty Inquiry

Mr Clinton Davis said that the cost had been £3,982: £2,807 for members' daily fees and expenses, £1,028 for law reporting and £147 for advertisement. The Copyright Royalty Inquiry was a single event held in November 1976. No expenditure had been incurred on it since then and none was projected.

Cinematograph Films Council

Mr Meacher said that in the year ended 31 March 1978 the cost of running the Cinematograph Films Council was £2,022, accounted for almost entirely by the travel and subsistence costs of the 21 unpaid council members and the remuneration of the part-time chairman. It was estimated that expenditure in 1978-79 would be approximately £2,500

British Film Fund Agency

Mr Meacher said that in the year ended 25 September 1976, the latest for which full figures were available, the cost of running the British Film Fund Agency had amounted to £48,000. Most of this represented the fees of the firm of accountants which administered the fund. He could not readily provide an estimate of the costs in 1978-79, since the level of the fees depended on the work done and they were not in any case a charge on the department's vote.

Receiver of Wrecks

Mr Clinton Davis said that the cost of running the Deputy Receiver of Wrecks and Wreck Agent consisted entirely of retainers, amounting to £627.50 in 1977-78 and was expected to be much the same in 1978-79.

Children's Film Foundation

Robert Taylor (Croydon North West) asked the Secretary of State for Trade what was the record of public funds granted to the Children's Film Foundation during each of the last five years; and how much was proposed for the current financial year.

Mr Meacher said that after consultation with the Cinematograph Films Council, and in accordance with the provisions of section 1(1)b of the Cinematograph Films Act 1957, the following payments to the Children's Film Foundation from the proceeds of the British Film Fund, which was raised from a levy on cinema-goers, had been approved:

1973-74	£351,550
1974-75	£351,550
1975-76	£454,250
1976-77	£499,675
1977-78	£499,675

He was awaiting advice from the Cinematograph Films Council on the grant to be made to the Children's Film Foundation in 1978-79.

Industrial manufacturers grant

Hamish Watt (Banff) asked what sum of money the British Treasury had received from EEC sources as payment of the 50 per cent industrial manufacturers grant payable against individual applications; what sums had been passed on to the applicants; and what sums had been retained by the Treasury.

Mr Cryer said that only governments might apply to the Regional Development Fund. The fund might contribute up to 50 per cent of national regional aids paid by governments to approved industrial projects and up to 30 per cent of public expenditure on infrastructure projects. The Department of Industry, the Welsh Office, Scottish Office and the Northern Ireland Department of Commerce sought fund

NEB shareholding

Michael Grylls (North West Surrey) asked the Secretary of State for Industry if he would give a list of the shareholdings held by the National Enterprise Board at 15 June 1978, showing the number and description of the shares, the percentage of total equity held by the National Enterprise Board, the cost of the shareholding and, where appropriate, the market value of the shareholdings at close of business on 15 June 1978.

Mr Huckfield said that the replies he had previously given (*Trade and Industry*, 24 February page 411 and *Trade and Industry*, 17 March page 586) required to be amended as follows to cover investments announced by the NEB up to 15 June 1978:

Company	Type of share	Number held by NEB	Per cent of nominal value of total equity held by NEB	Cost (£'000)	Stock Exchange quotation (closing price 15 June) where available
Automation and Technical Services (Holdings) Ltd	£1 ordinary	4 000	30.0	4	—
	£1 redeemable preference	100 000	not equity		
Barrow Hepburn Group Ltd	25p ordinary	1 100 000	4.1	450	29p
British Leyland Ltd	50p ordinary	246 490 683	98.9	246 491	23p
	50p ordinary (30p paid)	898 063 343		269 419	—
Brown Boveri Kent Ltd	25p ordinary	10 856 585	20.0	3 293	56p
The Cambridge Instrument Co Ltd	1p ordinary voting	412 684 255	79.7	5 020	—
	10p ordinary voting	4 261 757			
	1p ordinary non-voting	50 000 000	not equity	500	—
Herbert Ltd	25p ordinary	83 632 948	100.0	36 196	—
Hird-Brown Ltd	£1 redeemable preference	250 000	not equity	250	—
ICL Ltd	£1 ordinary	8 148 750	24.4	12 134	300p
United Medical Enterprises Ltd [1]	£1 ordinary	4 619 440	70.0	5 774	—
Vicort of London Ltd	£1 convertible redeemable preference	140 000	not equity	140	—

[1] The NEB's shareholding in United Medical Company Ltd has been sold to United Medical Enterprises Ltd.

assistance towards the cost of national expenditure on industrial projects and any receipts were appropriated-in-aid of the regional industrial vote of the relevant department. Since the inception of the fund in 1975, £33.6 million had been received from the commission in respect of national expenditure on industrial projects. These receipts would enable the government to go ahead with more regional investment than could have been managed otherwise.

British Tanners Products Ltd

Michael Grylls (North West Surrey) asked the Secretary of State for Industry whether his approval was required for the transfer of the loan of £1,900,000, originally given by his department to the Barrow Hepburn Group, from them to British Tanners Products Ltd; and on what date his approval was given.

Mr Huckfield said that approval in principle was given in March 1977 to the transfer to the new company of the loan of £1.94 million made under section 7 of the Industry Act 1972. The legal agreement and debentures effecting the transfer were concluded in May 1977.

Rolls-Royce Avon engines

Robert Adley (Christchurch and Lymington) asked the Secretary of State for Industry what discussions had taken place between his department and Roll -Royce concerning the contract entered into by Rolls-Royce to service Chilean-owned Avon jet engines; when the matter was last discussed; what was the company's attitude towards the completion of the contract; and with what other department he was conferring on the return of the engines and why.

Mr Huckfield said that officials of his department were in regular contact with Rolls-Royce on various matters concerning the company's business; the question of the Chilean engines had been raised on occasions in the course of these discussions. His department had been consulted in connection with the Chilean application for an export licence. The Secretary of State for Trade was responsible for the issue, where appropriate, of export licences in accordance with government policy for which purpose he consulted those of his colleagues who also had responsibility for the policies involved.

Warren Spring Laboratory and oil pollution

Stephen Ross (Isle of Wight) asked the Secretary of State for Industry when he expected to be in a position to publish the report on recent research into the various methods of tackling oil pollution on the high seas undertaken by the Warren Spring Laboratory.

Mr Huckfield said that the research and development work at Warren Spring Laboratory on equipment and methods for dealing with oil spills at sea was a continuing programme. Information was published from time to time, depending on progress, in the form of Warren Spring Laboratory official reports and in papers for conferences on the appropriate subjects. The following newsletters were produced by the laboratory for various organisations with an interest in these subjects.

LR 152 A method of Testing Oil Dispersant Chemicals at Sea.
LR 156 Oil in the Marine Environment.
LR 167 Beach-Cleaning Equipment: (Beachguard Trailer and Minar Pump) Chipman Chemical Company Ltd.
LR 168 Sea Truck: Totork Marine Ltd.
LR 169 Beach-Cleaning Equipment (Bazoo Vehicle) Avon Valley Engineering Company.
LR 184 Beach Protection: Shell Oil Herder Chemical
LR 185 Beach-Cleaning Equipment: M. F. Brighton (Australia) Beach Cleaner, Massey-Ferguson (UK) Ltd.
LR 186 Clearance of Oil from Water Surfaces: The 'SLURP' Skimmer, Ambler Engineering.
LR 193 Dispersants for Oil Spill Clean-up Operations at Sea, on Coastal Waters and Beaches.
LR 195 Dispersants for Oil Spill Clean-up Operation: Carriage and Containment at Sea.
LR 198 Beach-Cleaning Equipment: The Beemer Beach Cleaner, Rocky Mountain Steel Products Inc.
LR 206 Clearance of Oil from Water Surfaces: The Oil Mop Recovery Device, Oil Mop (UK) Ltd.
LR 216 Dispersant Gels for Treating Surface Contaminated with Residual Oils.
LR 246 Troilboom. An Assessment of Design Concept and General Reliability.
LR 250 Portable Beach Incinerator.
LR 252 Goodrich Boom. An Assessment of Design Concept and General Reliability.
LR 257 Feasibility Study of Aerial Application of Oil Dispersant Concentrates for Oil Spill Clearance.
LR 262 Investigation into the Amounts of Residue Remaining on Board a Chemical Tanker after Cargo Discharge and Subsequent Tank Washing Procedures.
LR 272 Investigation of Factors Affecting the Fate of North Sea Oils Discharged at Sea. Part 2. The Ekofisk Blow-Out April-May 1977.
LR 273 Investigation of Factors Affecting the Fate of North Sea Oils Discharged at Sea. Part 1. Ekofisk Crude Oil July 1975-February 1978.

Producer co-operatives

John Tilley (Lambeth Central) asked the Secretary of State for Industry if he would list the various sources of public funds for groups of workers in inner-urban areas who wished to set up producer co-operatives.

Mr Cryer said that co-operatives, like any other enterprise, could be assisted under the Industry Act 1972 and would be eligible for assistance under the Inner Urban Areas Bill now before parliament. The government had introduced a clause under the Inner Urban Areas Bill to give specific powers to designated district authorities to assist in the setting up of co-operative and common ownership enterprises. The only public funds specifically reserved for producer co-operative projects derived from the Industrial Common Ownership Act 1976. The act authorised the secretary of state to make available up to £250,000 over five years to assist with the provision of small loans to worker controlled enterprises. The scheme was not limited to urban areas. It was administered by Industrial Common Ownership Finance Ltd (ICOF), which has made five such loans so far, involving public funds of £33,500 altogether.

Statutory instruments

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry how many statutory instruments had been laid before the Commons under his authority in each of the past five years.

Mr Huckfield gave the following information:

1974	13
1975	5
1976	12
1977	11
1978	7
Total	48

Telephone meter system

Timothy Raison (Aylesbury) asked the Secretary of State for Industry whether he would investigate the possibility of an independent meter-testing service in cases of dispute over telephone bills.

Mr Huckfield said that this was a matter for the Post Office. However, the efficiency of the Post Office metering system was the subject of an investigation carried out by the Post Office Users' National Council a few years ago. The main conclusion reached was that the present metering system was as accurate and reliable as it was reasonable to expect from an electro-mechanical system.

Substitutes for sperm oil

Tam Dalyell (West Lothian) asked the Secretary of State for Industry what estimate he had made of the practicability of banning the import of all products containing sperm oil from the whale, or treated with sperm oil.

Mr Williams said that industry in the UK was committed to finding viable alternatives to sperm oil, and research into substitutes continued. His department had been active in the search for substitutes, and through the British Leather Manufacturers' Research Association (BLMRA), initiated and funded a major study into the properties of sperm oil in December 1975. The study had culminated in the publication of the report entitled *The Utilisation of Sperm Oil by the British Leather Industry*, in July 1976. BLMRA was currently engaged in a further research programme, funded by the Garment and Allied Industries Requirements Board, and it was hoped that this would bring the industry one step nearer to finding a commercially acceptable substitute for sperm oil. Furthermore, he had promised that when this study was complete, in autumn of this year, he would look again at the question of further funds for research into substitutes.

Sperm oil was used through industry in the UK and abroad in a variety of applications. The largest single user was the leather industry where sperm oil was used as a softener of naturally hard leathers and to imply greater 'run' and 'handle' to gloving leathers. Another important industrial use of sperm oil was as an additive to cutting oils where it was capable of withstanding extremely high pressures without breaking down. Because of the multiplicity of industrial applications of the oil, it would be an almost impossible task to apply a ban on the importation of goods treated with sperm oil to the UK. To take leather imports as an example, it was extremely difficult, even with a detailed chemical analysis, to tell whether a soft leather was naturally soft or whether it had been rendered soft by a sperm oil treatment process, as traces of the sperm oil application are not subsequently detectable.

Currently, there was a number of industrial applications where substitutes for sperm oil did not exist, though the industrial use of the oil had been steadily dropping over recent years as more substitutes became available for certain applications. But in the manufacture of leather goods there was not a country in the world that had successfully managed to do without sperm oil completely. Even in the United States, where whale imports were banned in 1971, sperm oil was still available as, at the time of the ban, there was a massive stockpile of sperm oil in that country. Meanwhile, it was important to understand that, according to the latest figures, as many as 3800 jobs in the leather industry alone could be at risk along with substantial exports, which in 1977 totalled £100 million, if, in the absence of identical action by other countries, any attempt were made to restrict the availability of sperm oil before substitutes were available for all its applications.

Ferranti

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry what agreements were entered into by the governments at the time of acquiring shares in Ferranti or thereafter to dispose of any part of the government's holding in Ferranti in the future; what steps the government and the National Enterprise Board were proposing to comply with these agreements; and whether the government would authorise the National Enterprise Board to sell their holding in Ferranti beyond the extent that they are obliged to do by agreement.

Mr Huckfield said that under paragraph 10(a) of the heads of agreement entered into between the government and the company, the government undertook to dispose of 1 333 333 non-voting shares on conditions set out in those heads of agreement. The board subsequently had accepted this obligation when the government's shareholding in the company was transferred to it. Consideration was now being given to the matter by the parties concerned and a statement would be made in due course. No proposals had been made to the NEB for sale of any of their holding in Ferranti beyond this, and therefore the secretary of state had not found it necessary to reject such proposals.

Statutory instruments

T. H. H. Skeet (Bedford) asked the Secretary of State for Prices and Consumer Protection how many statutory instruments had been laid before the house under his authority in each of the past five years.

Mr Hattersley replied that his department was set up in March 1974 and so the first figure did not cover a whole year:

1974	1975	1976	1977
29	50	54	50

22 statutory instruments had been laid to date in 1978

Consumer legislation and industry costs

Geoffrey Finsberg (Camden, Hampstead) asked the Secretary of State for Prices and Consumer Protection if he would institute research into the costs incurred by industry as a result of consumer legislation.

Mr Hattersley said that he had no intention at present of doing so, except as one aspect of a research programme relating to the prevention of accidents involving consumer goods. He would be happy to consider any information the questioner might wish to draw to his attention about the effect of consumer legislation on industry's costs.

Construction or conversion of buildings

Jack Ashley (Stoke on Trent South) asked the Secretary of State for Prices and Consumer Protection what grants or loans were made by his department, or by any body responsible to his department, for the construction or conversion of buildings; and if he would make the provision of adequate facilities for disabled people a condition for such grants or loans.

Mr Fraser answered that his department gave grants to local authorities for consumer advice schemes and also provided grant assistance for some Citizen's Advice Bureau services. Some of this money was used for converting and, to a much lesser extent, constructing buildings. He was satisfied that the local authorities and other organisations providing consumer advice centres and the National Association of Consumer Advice Bureaux were aware of and catered for the needs of the disabled. He did not therefore consider it necessary to alter the existing arrangements for approving grants.

Tuesday, 20 June

Irish Republic exports scheme

Neville Sandelson (Hillingdon, Hayes and Harlington) asked what estimate had been made of the loss of investment and jobs within Northern Ireland and other parts of the United Kingdom due to the exports tax relief scheme of the Republic of Ireland.

Mr Cryer replied that the financial incentives in the Republic of Ireland, including the export tax relief scheme, were as in the case of all EEC countries, regulated by the commission. They were permitted to be relatively generous because the Irish economy, like that of southern Italy, was industrially under-developed. Some mobile investment projects had been attracted to the Republic of Ireland by the incentives available, as was intended by the EEC policy, though it was impossible to say what part the export tax relief scheme played in those decisions. But he was satisfied that flexibility of the financial package available to investors in the UK, coupled with generous tax incentives for investment, a ready supply of trained labour, good transport and communications and an unrivalled range of financial services, made the UK as attractive as any country in Europe. Since the review of Northern Ireland's incentives on 1 August 1977, its package of financial incentives for the attraction of new inward investment, taken together with the facilities available from the Northern Ireland Development Agency, was now very competitive in terms of range, flexibility and financial value.

Fluorspar

T. H. H. Skeet (Bedford) asked what was the requirement of British industry of fluorspar and the percentage derived currently from indigenous resources.

Mr Cryer said that the requirement of British industry of fluorspar, which was used chiefly in the manufacture of hydrofluoric acid and other fluorine chemicals, as a flux in steelmaking and as an opacifer and flux in the ceramics industry, was approximately 175 000 tonnes in 1977. Over 95 per cent was derived from indigenous resources.

Interest relief grant scheme

T. H. H. Skeet (Bedford) asked the Secretary of State for Industry whether he was contemplating a revision of sections of the Industry Acts 1972 and 1975 relating to the interest relief grant scheme in order to make them conform with community rules.

Mr Cryer replied that the schemes administered by his department involving interest relief grants introduced under the Industry Act 1972 (as amended by the Industry Act 1975) conformed with commission requirements.

Selective financial assistance

Kenneth Clarke (Rushcliffe) asked what agreements had been entered into with the European commission to restrict the total amount of selective financial assistance to any one investment project under sectoral schemes under section 8 of the Industry Act 1972.

Mr Cryer replied: none. He added, however, that the conditions applying to particular sectoral schemes under section 8 of the Industry Act 1972 were discussed and agreed with the EEC commission under the usual procedures. There were no specific ceilings to the amount of selective financial assistance available for individual investment projects under sectoral schemes except in the case of the redmeat slaughterhouse industry scheme where assistance for modernisation projects was normally limited to £250,000.

Kenneth Clarke (Rushcliffe) asked what agreements had been entered into with the European commission to restrict the total amount of selective financial assistance to any one investment project in the regions under section 7 of the Industry Act 1972.

Mr Cryer said that a copy of the 'Principles of Co-ordination of Regional Aid Systems', R/650/75, was available in the library of the house. The United Kingdom's system of regional aids was operated within those principles.

Total funds under Industry Act

Robert Taylor (Croydon North West) asked what was the total amount of taxpayers' funds distributed under section 7 of the Industry Act 1972 to the latest convenient date.

Mr Cryer said that in the period from the start of the industry act in August 1972 up to 31 March 1978, offers of regional selective assistance totalling £397.6 million were made in respect of 4257 projects estimated to cost £3,821.7 million and to involve 400 000 jobs. In the same period payments totalling £210 million were made against these offers.

Cost-per-job and industry act

Kenneth Clarke (Rushcliffe) asked what cost-per-job created and other limits were applied in assessing the amount of selective financial assistance offered to applicants under sections 7 and 8, respectively, of the Industry Act 1972.

Mr Cryer replied that selective financial assistance under sections 7 and 8 of the Industry Act 1972 was subject to a limit on the public sector contribution and, in the case of section 7 assistance only, to a cost per job limit. These limits were confidential.

Furniture development council

Philip Holland (Carlton) asked the Secretary of State for Industry if he would list the total cost of running the furniture development council in the last 12 months for which figures were available; and what was the estimated charge to public funds for 1978-9.

Mr Cryer said that the council's running costs for the year ended 31 December 1977 amounted to £8,756. The operation of the council did not give rise to any direct charge to public funds. Its costs were borne by the furniture industry.

Night rider delivery prices

David Mitchell (Basingstoke) asked the Secretary of State for Industy whether the clause in the Post Office night rider delivery contract requiring users to be prepared to accept up to 20 per cent increases in price during a six months' period is within the government guideline for permitted price increases.

Mr Huckfield said that the scrutiny of prices and price increases was the responsibility of the Price Commission. Whether the Price Commission Act 1977 would apply to contracts of the night rider type depended entirely on the provisions of the contract.

English Tourist Board

Philip Holland (Carlton) asked the Secretary of State for Trade if he would list the total cost of running the English Tourist Board in the last 12 months for which figures were available; and what was the estimated charge to public funds for 1978-79.

Mr Meacher answered that the English Tourist Board's total expenditure in 1976-77 was £4,472,000 and the grant-in-aid provision £4,136,800. The 1977-78 estimates provision for the board's grant-in-aid was £4,600,000 and that for 1978-79 £4,698,000.

British Tourist Authority

Philip Holland (Carlton) asked the Secretary of State for Trade if he would list in the Official Report the total cost of running the British Tourist Authority in the last 12 months for which figures were available; and what was the estimated charge to public funds for 1978-79.

Mr Meacher said that the British Tourist Authority's total expenditure in 1976-77 was £10,564,000, and the grant-in-aid provision £8,085,000. The 1977-78 estimates provision for the authority's grant-in-aid was £9,634,000 and that for 1978-79 was £10,386,000.

Imports of wood pulp

Roger Moate (Faversham) asked the Secretary of State for Trade in the light of the serious consequences to the United Kingdom paper and board industry, if the current French anti-dumping submission in respect of imports of wood pulp was accepted by the EEC commission, what steps he could take to ensure that any duties that might be imposed in this respect did not apply to the United Kingdom.

Mr Meacher answered that anti-dumping duties imposed by the community applied to all member states. The community's regulations provided for full consultation between the commission and member states before action was taken. The government made it clear at the outset of the investigation that the interests of the community paper industry were of vital importance in this case, and they would continue to participate vigorously on this basis.

Taxi cab fares

Geoffrey Finsberg (Camden, Hampstead) asked the Secretary of State for Prices and Consumer Protection when he referred the question of taxi cab fares in London to the Price Commission; when they were required to report; and if he expected to receive the report by the due date.

Mr Fraser said that a direction was issued to the Price Commission on 12 December 1977 requiring them to examine and report before 30 June 1978 on the prices, costs and margins in the provision of cab services in Great Britain. As more time was needed for the completion of an inquiry covering not just London but Great Britain as a whole the secretary of state varied the direction on 25 May to provide for the Price Commission to report before 1 September.

Metrication Board

Philip Holland (Carlton) asked the Secretary of State for Prices and Consumer Protection if he would list the total cost of running the Metrication Board in the last 12 months for which figures were available; and what was the estimated charge to public funds for 1978-79.

Mr Fraser said that the approximate total cost of running the Metrication Board for the calendar year 1977 was £1,062,000. The current provisional estimate for the financial year 1978-79 was £1,400,000.

Statutory instruments

T. H. H. Skeet (Bedford) asked the Secretary of State for Trade how many statutory instruments had been laid before the house under his authority in each of the past five years.

Mr Dell gave the following information:

			Total
1974	59	44 *	103
1975	89	58 *	147
1976	73	46 *	119
1977	74	20 *	94
1978	28	19 *	47 (to date)

* Statutory Instruments made and laid by the Treasury upon the recommendation of the Secretary of State for Trade.

Wednesday, 21 June

Industrial democracy

Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade what account he took in arriving at his policy on industrial democracy of its success in some cases in Germany and the Netherlands.

Mr Clinton Davis said that in preparing the white paper on industrial democracy the government was well aware of the successful development of employee participation in other European countries, including the Federal Republic of Germany and the Netherlands.

Nicholas Winterton asked the Secretary of State for Trade if he would publish the reasons for advocating in the white paper on industrial democracy that large firms should have to consult a joint representation committee before making decisions affecting the workers in any way.

Mr Clinton Davis replied that the reasons for encouraging consultation with employees about major proposals which affected them were set out in paragraph 1 of cmnd 7231, and the need for a joint representation committee in paragraphs 11 and 12.

Nicholas Winterton asked the Secretary of State for Trade if he would publish the reasons for recommending in the white paper on industrial democracy that large firms and not small ones should be required to engage in worker representation on the policy-making boards of the company.

Mr Clinton Davis said that greater participation by employees was of benefit in all companies, but it was in the larger companies rather than smaller ones that formal structures were likely to be necessary to ensure that consultation and participation were fully effective.

Nicholas Winterton asked the Secretary of State for Trade, if he would publish a description of the process which would be used to select the employee representatives who, according to the latest white paper on industrial democracy, would have seats on industries policy boards.

Mr Clinton Davis answered that cmnd 7231 made it clear, in paragraphs 33 to 38, that the method of selection remained to be decided in the light of further consultations.

Nicholas Winterton asked the Secretary of State for Trade if he would publish the reasons for proposing in the white paper on industrial democracy that membership in the joint representative committee and company policy boards should be confined to members of trades unions.

Mr Clinton Davis said that since the government intended that its proposals for industrial democracy should complement existing collective bargaining arrangements, non-union members should participate in the JRC only by agreement. Alternative approaches to representation on policy boards were

discussed in paras 33 to 38 of cmnd 7231 and decisions would be taken in the light of consultations.

Courses for employee representatives

Nicholas Winterton asked the Secretary of State for Trade what persons or groups would be held reponsible for designing the four to eight week courses that would provide employee representatives in large firms with the skills needed to do a good job of influencing company policy decisions.

Mr Clinton Davis replied that cmnd 7231 stated in paragraph 49 that the details of the necessary education and training would be discussed with those most directly concerned. No decision had been taken about which body would be responsible for devising the necessary courses.

Crude oil deals

T. H. H. Skeet (Bedford) asked the Secretary of State for Trade on how many occasions in recent years to his knowledge manufactures and industrial equipment had been exchanged with foreign countries on the basis of the consignor or a company associated in the transaction receiving crude oil in payment; and whether any corporation for which he was responsible had been or was contemplating such an arrangement.

Mr Meacher said that to his knowledge there had not been any deals of this nature and none were being contemplated by UK corporations for which the secretary of state was responsible.

Oil spills

Nicholas Winterton (Macclesfield) asked the Secretary of State for Trade if he would take steps to limit the size of oil tankers allowed to enter British waters, and to ensure that such tankers carry adequate protection against oil spills.

Mr Clinton Davis replied that he was not persuaded that it was desirable to limit the size of oil tankers. This would increase the number of tankers required to carry the same amount of oil and, by adding to traffic congestion, could increase the risk of tanker casualities and in consequence that of oil pollution. It was not practical for a tanker to carry with it the means to deal with any significant accidental oil spills.

Service fees

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection if he would seek powers to refer to the Price Commission particular increases in fees payable to individuals for services.

Mr Maclennan said: no. He added that he was satisfied with the present arrangements which permit the Price Commission to investigate particular increases in prices and charges under the Price Commission Act 1977.

Retail margins

Arthur Lewis (Newham North West) asked the Secretary of State for Prices and Consumer Protection in view of the official statements that inflation is now running at 8 per cent, but of the fact that retailers sometimes sell goods at 100 per cent above manufacturers' recommended retail prices, if he would seek powers to control such mark-ups.

Mr Maclennan said: no. He said that the secretary of state already had powers under the Price Commission Act 1977 to restrict the margins of individual retailers if after an investigation the Price Commission so recommend.

Food prices

Greville Janner (Leicester West) asked the Secretary of State for Prices and Consumer Protection in what year the percentage increase in food prices was last as low as in the last 12 months for which records were available.

Mr Maclennan said that the increase in food prices in the 12 months to May 1978 was 7.0 per cent. The last time the 12 month index was as low as this was July 1972.

Norwegian fish

Roger Moate (Faversham) asked the Secretary of State for Trade what representation he had received about the level of tariffs applied to import of wet fish, and in particular cod and haddock, from Norway; and why these tariffs should be at a higher rate than for fish from Iceland and other non-EEC countries.

Mr Meacher replied that several members had drawn his attention to an aide memoire prepared by Norwegian fishing interests. This referred to the lower duties charged in the EEC on fish from certain unspecified third countries, presumably Iceland, compared with those charged on Norwegian fish. Decisions concerning concessionary rates of customs duty were matters for the EEC council, but the lower tariff rates for Icelandic fish reflected the negotiating requirements for the EEC-Iceland agreement. The council recently decided to reduce temporarily the duties on certain species of fish, including cod and haddock, intended for the processing industry, for the second half of 1978. These reductions would of course apply to Norwegian fish.

Stocks of metals

Maurice Macmillan (Farnham) asked the Secretary of State for Industry if he would list the present estimated stocks of mercury, copper, cobalt, aluminium, magnesium and nickel held in the United Kingdom: (a) by the government and nationalised industries and (b) by industrial companies, for the most recent convenient date; and for what period at ordinary rates of consumption these stocks would last if all supplies were halted, and which industries would be most affected by the shortage of which minerals.

Mr Cryer answered that of the six metals listed, stocks information was published only for copper and this was partial. The World Bureau of Metal Statistics estimated that, at the end of March 1978, consumer stocks of refined copper amounted to 30 000 tonnes; 89 000 tonnes were held in London Metal Exchange warehouses in the UK. The total stocks of 119 000 tonnes were equivalent to some two or three months of current consumption. A complete cessation of supplies of these six metals would affect a very broad range of industries. Those most dependent on supplies of the metal concerned, in addition to the metal industry itself, were:

Metal	Industry
Mercury	Chemicals
Copper	Electrical engineering, particularly insulated wire and cables
	Shipbuilding
	Miscellaneous metal goods, especially coinage and wire manufacture
	Construction
Cobalt	Machine tools
	Aerospace
	Electronics and electrical industries
Aluminium	Vehicles, particularly aerospace
	Mechanical and electrical engineering
	Miscellaneous metal goods, particularly furniture and door and window frames
	Packaging
Magnesium	Refractories and aluminium
Nickel	Aerospace, process plant and coinage

Thursday, 22 June

Kolwezi cobalt

Stephen Hastings (Mid-Bedfordshire) asked what exact proportion of the world's cobalt had been hitherto produced in the Kolwezi area; and where alternative supplies were located.

Mr Cryer said that Zaire's production of cobalt in 1977, nearly all of which came from Kolwezi, represented 47 per cent of the world total. The main cobalt producing countries with known reserves were as follows:

tonnes contained cobalt

Country	Reserves
Zaire	450 000
New Caledonia	270 000
USSR	210 000
Philippines	190 000
Cuba	110 000
Zambia	110 000
Australia	50 000
Canada	30 000
Botswana	27 000
Finland	19 000
Morocco	14 000
TOTAL	1 500 000

Price holding by manufacturers

Timothy Smith (Ashfield) asked the Secretary of State for Prices and Consumer Protection whether he would give a list of formal undertakings given to him by manufacturers and others to hold their prices stable for an agreed period of time under the provisions of the Price Commission Act 1977, giving in each case the name of the manufacturer, details of the products involved and the proposed price increases foregone together with the date upon which the undertaking terminates.

Mr Maclennan gave details of formal undertakings so far given to the Secretary of State following recommendations by the Price Commission in reports made under the provisions of the Price Commission Act 1977. They are:

Company	Product(s)	Undertaking
Fisons Ltd	Garden products	The company will not before 7 September 1978 increase its price for any of the garden products covered by the commission's recommendation, so that the price including the increase exceeds by more than 20 per cent the price for that product at 7 September 1977. (Proposed increases on some products were up to 43 per cent.)
ICI Ltd	Soda ash	The company will not before 1 July 1978 give notice to the Price Commission of a further increase in the price of soda ash.
Southalls (Birmingham) Ltd	Tampons	The company will not before 23 December 1978 increase the price of Lil-lets tampons so that the price including any increase made or to be made exceeds by more than 3.17 per cent the company's price for that product at 23 December 1977.
IPC Magazines Ltd	Magazine cover prices	The company will not before 31 July 1978 implement any increase in its cover prices of the magazines covered by the commission's recommendation. (Increase of 2.9 per cent proposed.)
The Associated Portland Cement Manufacturers Ltd	Cement	The company will not before 18 January 1979 charge a basing-point price for ordinary Portland cement, rapid hardening Portland cement or coarse ground Portland cement which exceeds the amount of the price on 1 June 1978. (Thus the company is able to implement a price increase of 7.09 per cent as against their proposal for an increase of 10 per cent.)

Postal rates

Patrick Wall (Haltemprice) asked the Secretary of State for Industry if he would state the cost of: (a) inland letter post, first class or equivalent, (b) overseas airmail rate zone A, (c) overseas airmail rate zone B, and (d) overseas airmail rate zone C at October 1969, June 1970, March 1974 and November 1977, respectively, and give for each date the percentage increase in actual cost and the percentage increase in retail prices using the October 1964 figures as a base.

Mr Huckfield said that the Post Office had provided the following information:

PRICE COMPARISONS

	Oct 1964	Oct 1969	June 1970	Mar 1974	Nov 1977
Inland 1st-class letter	3d	5d	5d	3½p	9p
Overseas air mail zone A	9d	12d	12d	6p	10½p
Overseas air mail zone B	15d	18d	18d	8p	11p
Overseas air mail zone C	18d	21d	21d	10p	13p

PERCENTAGE INCREASES FROM OCTOBER 1964

	Oct 1964	Oct 1969	June 1970	Mar 1974	Nov 1977
Inland 1st-class letter	—	67	67	180	620
Overseas air mail zone A	—	33	33	60	180
Overseas air mail zone B	—	20	20	28	76
Overseas air mail zone C	—	17	17	33	73
Retail price index	—	24	30	83	234

The increases in inland postal rates in the latter years largely reflected the postal business' return to economic pricing after 1974, following a period of government imposed price restraint under a previous administration. Overseas airmail rates needed to conform with international agreements and moreover had benefited from a substantial fall in the real costs of conveyance.

British film quota

Gwyneth Dunwoody (Crewe) asked the Secretary of State for Trade if he had decided the level of quota of British films to be shown by exhibitors during the year beginning 1 January 1979.

Mr Meacher answered that the Cinematograph Films Council had recommended that there should be no change in the level of exhibitors quota of 30 per cent for first feature films and 25 per cent for supporting programme for the year beginning 1 January 1979, in view of the much reduced number of British quota films currently in production. This advice had

been accepted. Quota achievement had regularly exceeded this requirement level, averaging over 38. per cent over the last three years. But since quota requirement had remained at 30 per cent for over 40 years despite substantial variations in the availability of British quota films, he had asked the CFC to undertake a major review of the quota principle later this year.

1988 Olympics grant

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Trade what grant and assistance would be available from his department if Merseyside County Council was to be the host of the 1988 Olympics.

Mr Michael Meacher replied that at present his department had no special funds available for projects of that kind. The English Tourist Board, which was grant-aided by his department, could provide discretionary financial assistance, from the modest resources available under section 4 of the Development of Tourism Act 1969, to projects that would provide or improve tourist amenities and facilities.

Robert Kilroy-Silk (Ormskirk) asked the Secretary of State for Industry, what grant and assistance would be available from his department if Merseyside County Council was to be the host of the 1988 Olympics.

Mr Cryer replied that regional selective assistance was available under section 7 of the Industry Act 1972 to service industry projects which had a genuine choice of location between the assisted areas and elsewhere and which provided at least 10 jobs in the assisted areas.

Investment and the EEC

Maurice Macmillan (Farnham) asked the Secretary of State for Industry if he would list the investment made in Great Britain originating from each member state of the European economic community, and the British investment made in each of those nations annually since 1973; and whether he planned any policies further to encourage European investment in Great Britain.

Mr Cryer said the figures were as follows:

NET INWARD DIRECT INVESTMENT[1] £ million

	1973	1974	1975	1976
Belgium-Luxembourg	25.1	5.1	13.3	11.6
Denmark	3.2	1.6	8.0	18.2
France	27.1	23.7	36.8	78.2
Germany	16.7	33.3	11.4	33.2
Irish Republic	4.7	−6.8	32.6	37.5
Italy	16.8	5.5	1.1	10.9
Netherlands	16.8	10.0	−1.3	−31.0
Totals	110.4	72.4	101.8	158.7

[1] All industries other than oil and insurance.

NET OUTWARD DIRECT INVESTMENT OVERSEAS BY UK COMPANIES[1] £ million

	1973	1974	1975	1976
Belgium-Luxembourg	64.2	49.0	31.6	84.9
Denmark	9.2	23.2	8.8	4.7
France	118.7	73.4	68.1	78.6
Germany	149.2	108.3	53.2	176.4
Irish Republic	46.2	49.5	24.2	40.0
Italy	26.5	25.4	−20.4	38.6
Netherlands	104.9	35.1	−14.4	66.3
Totals	519.0	364.0	151.0	489.5

[1] Other than oil companies.

The Invest in Britain Bureau of the Department of Industry would continue its overseas campaign to promote foreign manufacturing investment in the UK. The campaign was being steadily intensified and, in addition to regular visiting of prospective investors, had involved 18 investment seminars in Europe in the last two years. Four more were planned this year as well as inward missions for foreign industrialists and economic journalists.

Sperm oil

Tom Dalyell (West Lothian) asked the Secretary of State for Industry what research his department was doing into the development of the jojoba plant and its properties as a substitute for sperm whale oil.

Mr Cryer said that Jojoba oil was currently undergoing analysis as part of a research programme being carried out on behalf of the Garment and Allied Industries' Requirements Board, and funded by his department. The purpose of this study was to characterise the properties of sperm oil and to examine the potential of possible substitutes, including jojoba. The board expected the results of the research programme to be available later this year. Regrettably, experts in the United States and Israel, who were working on development of the shrub as a domestic crop, all agreed that it would be many years before the pre-harvest problems associated with domestic jojoba cultivation could be overcome. Nevertheless, when jojoba oil could be produced in bulk as a viable alternative to sperm oil, it was likely to have a significant industrial role to play. Meanwhile, with only minute quatities of the oil from wild jojoba crops available on the world market, selling at between 10 and 15 times the price of sperm oil, his department could only ensure that enough was known of jojoba's possibilities for industry to take full advantage of the oil's potential when it became available in commercial quantities.

British made merchant vessels

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Industry what were the numbers of merchant vessels and the value of such vessels on order from British shipyards at the most recent date for which figures were available; and if he would provide comparable figures for the same date on each of the previous five years.

Mr Kaufman said that the information was as follows:

MERCHANT SHIPS ON ORDER IN UK SHIPYARDS

End March	Vessels of 100 gross tons and over: No of vessels	GRT (millions)	UK as % of world	Value £m
1973	243	2.5	2.5	810
1974	408	3.6	2.7	1 454
1975	351	3.2	2.9	1 515
1976	234	2.3	3.1	1 153
1977	195	1.8	3.5	998
1978	203	2.1	6.4	1 098

Support for shipbuilding

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Industry how much money had yet to be allocated from the shipbuilding intervention fund; and if he planned to provide further additional sums to the fund.

Mr Huckfield said that at 31 May, firm commitments against the fund amounted to £57 million. As regards further assistance, he had nothing to add to the reply given on 10 April to the Member for Hazel Grove (*Trade and Industry*, 21 April 1978).

British shipbuilders reorganisation

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Industry if he had received any rationalisation and reorganisation plans from British Shipbuilders.

Mr Huckfield answered that the secretary of state did not expect to receive British Shipbuilders' corporate plan until towards the end of the year. His department had, however, been kept informed by British Shipbuilders of the measures already taken and now in hand to restructure the industry in the light of market conditions, and of the progress which had been made towards the formulation of the corporate plan.

EEC and the shipbuilding industry

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Industry what advice he had received from the EEC commission regarding the consequences of Great Britain's membership of the EEC on future plans for the shipbuilding industry and in particular on the operation of the intervention fund.

Mr Huckfield said none, specifically, but as was well known the council of the European communities approved a directive on aids to shipbuilding on 4 April 1978, which made provision for aid schemes such as the United Kingdom's intervention fund for the shipbuilding industry.

Friday, 23 June

Rate of inflation and the CAP

Hugh Dykes (Harrow East) asked the Secretary of State for Prices and Consumer Protection what part of the increase in the annual rate of inflation in the calendar years 1973, 1974, 1975, 1976 and 1977 was attributable to the common agricultural policy.

Mr Maclennan said that the greater the time which had elapsed since the UK joined the EEC, the more difficult it had become to estimate what price might have been paid for imports of foodstuffs had the UK not joined, and how domestic support prices might otherwise have moved. Estimates made in 1974 and early 1975 showed that membership of the community was, on balance, having very little effect on food prices and hence the rate of inflation. This

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was because prices for many commodities were higher outside the community than within it. Increases in support prices (in addition to the transitional steps) as a result of the CAP price fixing between 1975 and 1977 had been 9.6 per cent in 1975-76, 7.7 per cent in 1976-77 and 3.9 per cent in 1977-78. During this period there had also been devaluation of the green pound – by 5.3 per cent in August 1975, by 5.8 per cent in October 1975 and by 2.9 per cent in May 1977, each of these being phased in by commodity. When announced, these increases were collectively estimated to add 1 per cent to the RPI in 1975-76, ½ per cent in 1976-77 and ¼ per cent in 1977-78. It is, of course, not possible to separate out, *ex post*, the effect of the CAP from all those other factors which had contributed to inflation since 1973.

Patents and copyrights

Sir Stephen McAdden (Southend East) asked the Secretary of State for Prices and Consumer Protection whether permission had been given for the prices of any goods, services or royalties and charges in respect of patents or copyrights to be adjusted automatically in line with the cost of living index; and, if so, if he would provide an up-to-date list.

Mr Maclennan said that the matters to which the Price Commission were required to have regard in considering prices of goods and charges for services were set out in section 2 of the Price Commission Act 1977. There was no provision for automatic adjustment in line with the cost of living index. He was advised that royalties, being neither goods nor services, were outside the scope of the legislation governing prices.

Trade in agricultural equipment

Mrs Audrey Wise (Coventry South West) asked the Secretary of State for Trade what were current trends in world trade in tractors and combine harvesters; and what was the trend of British exports of these machines both in: (a) absolute volume terms, and (b) share of world trade.

Mr Meacher replied that figures for world trade were not available for the most recent years nor at the level of detail requested. He gave the following available information:

WORLD[1] EXPORTS

SITC(R)			1973	1974	1975
712.5	Tractors, other than road and industrial tractors	Value $m	1 973	2 722	4 141
		UK share %	20.3	16.0	16.6
		Number ,000	488	586	657
		UK share %	23.8	19.0	21.1
712.2	Agricultural machinery and appliances for harvesting, threshing and sorting	Value $m	1 141	1 640	1 919
		UK share %	6.9	6.1	6.3
		Number	na	na	na

Notes: [1] World market economies. Sources: UN Yearbook of International Trade Statistics 1976 vol II. FAO Trade Yearbook 1976.

More detailed and up-to-date export information for the UK was available as follows:

UK EXPORTS

		1973	1974	1975	1976	1977
Agricultural wheeled tractors	Value £m	131	149	252	320	383
	Number '000	101	96	121	123	107
Self-propelled combine harvester-threshers	Value £m	4.3	4.1	7.0	8.6	11.3
	Number '000	1.1	0.8	1.1	1.1	1.3

Note: In 1977, in value terms, agricultural wheeled tractors and self-propelled combine harvesters accounted respectively for about 80 per cent of UK exports under SITC(R) 712.5 and 15 per cent under SITC(R) 712.2. Source: UK Overseas Trade Statistics.

Although figures were not available, said Mr Meacher, it is thought there had been a gradual decline in world demand over the last two years for these types of products. However, it was hoped there might be some recovery next year.

Romania and 1-11 deal

Michael Grylls (North West Surrey) asked the Secretary of State for Trade what commitments his department had entered into with the Romanian government with regard to the purchasing of goods from Romania in lieu of payment for the 1-11 aircraft, and aircraft parts, to be supplied to the Romanian government by British Aerospace.

Mr Dell replied: none.

Bankruptcies and insolvencies

John Moore (Croydon Central) asked the Secretary of State for Trade if he would publish a table showing for each year since 1945: (a) the number of company bankruptcies and (b) the number of company insolvencies.

Mr Dell said that the numbers of company liquidations involving insolvency (compulsory liquidations and creditors' voluntary liquidations) in England and Wales begun during the relevant years were as follows:

1945	57 [1]	1956	1 200	1967	3 535
1946	78 [1]	1957	1 081	1968	3 165
1947	161 [1]	1958	1 312	1969	3 510
1948	816	1959	1 294	1970	3 689
1949	1 066	1960	1 563	1971	3 506
1950	1 263	1961	1 846	1972	3 063
1951	1 027	1962	2 196	1973	2 575
1952	1 333	1963	2 154	1974	3 720
1953	1 319	1964	2 104	1975	5 398
1954	1 275	1965	2 595	1976	5 939
1955	1 169	1966	3 250	1977	5 848

Note: [1] Compulsory liquidations only. Figures for creditors' voluntary liquidations are not available for years before 1948.

Investment by manufacturing industry

John Moore (Croydon Central) asked the Secretary of State for Industry if he would publish a table showing for each current member state of the EEC, the United States of America and Japan for each year since 1970 the proportion of the gross national product devoted to investment by manufacturing industry.

Mr Huckfield replied that figures of gross national product were not readily available on a comparable basis for the member states of the EEC, Japan and the United States of America. Reasonably comparable figures for gross domestic product at market prices were available and investment by manufacturing industry was shown as a proportion of this measure of national income. Figures were given only for those countries where investment by manufacturing industry or a close approximation to manufacturing industry was available.

MANUFACTURING INDUSTRY INVESTMENT AS PERCENTAGE OF GROSS DOMESTIC PRODUCT AT MARKET PRICES [1]

	1970	1971	1972	1973	1974	1975
Belgium	5.7	5.5	4.7	4.5	5.3	4.7
Denmark	2.5	2.3	2.1	2.3	2.6	na
Italy [2]	5.0	5.1	4.8	5.4	6.3	na
Luxembourg	8.6	11.3	9.8	8.5	6.3	6.4
Netherlands [3]	6.2	5.8	4.5	4.2	4.4	4.2
United Kingdom	4.2	3.9	3.3	3.2	3.9	3.3
United States of America	4.4	4.2	4.1	4.1	4.2	4.2
Japan	9.2	7.5	6.9	7.6	6.7	4.8

Source: United Nations year book of national accounts statistics 1974. na = not available. [1] Calculated from data at current prices. [2] Includes mining and quarrying. [3] Includes repair services.

Steel production

John Moore (Croydon Central) asked the Secretary of State for Industry if he would publish a table showing the level of steel production in terms of tonnes of steel per employee for each year since 1970 in each current member state of the EEC, the United States of America and Japan.

Mr Huckfield replied that the employment figures used in the preparation of the statistics given below were those published in the annual reviews of the steel market by the Economic Commission for Europe (ECE/STEEL series) 1970 to 1976; for 1977 the figures were those published by the Statistical Office of the European Communities. They reflected differences in the structure and organisation of the steel industry in the various countries as well as practical differences in the collection of the information. It would be very misleading therefore to use the figures to make direct comparisons between countries.

CRUDE STEEL PRODUCTION — Tonnes per man year

	1970	1971	1972	1973	1974	1975	1976	1977
United Kingdom	86	80	88	135 [1]	119	105	125	118
Belgium	223	222	254	264	270	203	222	208
Denmark	na	na	na	na	226	216	289	na
France	215	209	224	236	246	198	221	223
West Germany	135	114	129	143	155	122	131	189 [2]
Italy	148	142	159	155	168	151	159	240 [2]
Luxembourg	241	232	245	259	278	220	211	220
Netherlands	235	231	249	244	236	190	207	206
Japan	198	188	214	263	254	225	245	na
United States	266	224	253	269	258	231	256	na

[1] From 1973 employment as defined for the iron and steel industry in the Treaty of Paris. [2] Employment figures calculated on different basis compared with earlier years.

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Investment by industry

John Moore (Croydon Central) asked the Secretary of State for Industry if he would publish a table showing for each year since 1945 in terms of 1976 prices the proportion of the gross national product devoted to investment by manufacturing industry.

David Knox (Leek) asked if he would publish in terms of both current prices and revalued at 1970 prices the proportion of the gross national product devoted to investment by manufacturing industry in 1977.

Mr Huckfield said that figures were not available at 1976 prices but were given below at current prices for 1948 onwards and at 1970 prices for 1955 onwards:

CAPITAL EXPENDITURE BY MANUFACTURING INDUSTRY AS PERCENTAGE OF GROSS NATIONAL PRODUCT AT MARKET PRICES

	Current prices	1970 prices
1948	2.7	
1949	3.0	
1950	3.3	
1951	3.5	not available
1952	3.5	
1953	3.2	
1954	3.2	
1955	3.5	3.2
1956	4.0	3.7
1957	4.2	3.8
1958	3.9	3.6
1959	3.6	3.3
1960	4.0	3.7
1961	4.5	4.2
1962	4.1	3.9
1963	3.5	3.3
1964	3.7	3.5
1965	3.9	3.8
1966	4.0	3.8
1967	3.7	3.6
1968	3.6	3.6
1969	4.0	4.0
1970	4.1	4.1
1971	3.8	3.8
1972	3.2	3.2
1973	3.1	3.0
1974	3.8	3.4
1975	3.3	3.0
1976	3.2	2.8
1977	3.5	3.1

Note: The figures for 1968 and 1969 have been adjusted to transfer from 1968 into 1969 the capital expenditure brought forward to secure the higher rate of investment grant operating up to 31 December 1968.

Civil aircraft aid

James Sillars (South Ayrshire) asked the Secretary of State for Industry if the government financed aid to civil aircraft development projects by borrowing or out of revenue.

Mr Huckfield said that new civil aircraft programmes undertaken by British Aerospace would normally be funded, as part of the corporation's capital investment programme, from their internal resources and a mixture of public dividend capital and loans from the national loans fund. The sources of these forms of central government finance were not separately identified.

The Department of Industry's six research establishments spent an estimated £27 million in 1977/78. Of this £6 million was devoted to work on standards and specifications of national importance, £5 million was for work contracted by other government departments for regulatory and planning purposes. The remaining £16 million supported programmes relevant to the industrial strategy, £4 million of this coming from industrial firms directly, and the remaining £12 million from DoI's own vote. (DoI now spends only 16 per cent of its research and development vote on its own research establishments.) The £9 million of externally funded work is about treble the figure at the start of the 'customer-contractor principle' in 1972 and present aims are to continue this increase and especially the earnings from industry. This will help ensure prompt application of results and a steady increase in the relevance of the work to the national interest.

Wide field of operations

About three-quarters of the regulatory work was used in enforcing law, and in improving safety of factory and hospital practice and of consumer products. Much is done by the LGC, including the cigarette tar and nicotine determinations now widely published to discourage smoking, at least of cigarettes of higher tar contents, and jobs for Customs and Excise on controlling drugs capable of abuse. Other such programmes are concerned with ear protectors for workers, radiation dosage for industry and hospitals (NPL) and predictive air pollution modelling for big areas (WSL). The main thrust of DoI regulatory effort is on precision standards and specifications – for example, in the flows of North Sea oil and town water supply (NEL) and in authenticated instrument calibration (NPL) such as for equipment used to test aircraft braking systems for export.

The contract work for industry and other departments has been built around skills not easily available elsewhere. Examples from the public sector include a method of pneumatic conveying of domestic refuse, microbiological odour abatement, marine oil pollution dispersal (WSL), and the investigation of trawler losses (NMI). In civil engineering, design methods have been developed for North Sea drilling cement grout emplacement (WSL), and an optical tracking method for free-ranging tunnelling machinery has been demonstrated (NEL). In factories, work has included methods for doubling the feasible width of starch storage silos, for microprocessor control in sugar refining, for on-line X-ray fluorescence analysis of cement raw meal (WSL) and for making tapes for the computer control of high productivity aircraft metal milling machines (CADC). In marine technology (NMI) contracts have been concerned with motions of supply vessels for an oil rig, the hydrodynamic loading of oil-pipe risers and the avoidance of collisions in the (modified) Suez Canal and effects of ships' motion on offshore minerals processing plant (WSL). In background work, successes have included joining technology for important glass ceramics and studies of the accumulation of impurities at metal interfaces that weaken welds and other joints (NPL).

Free booklet

More information on the Department of Industry research establishments is given in 'Research Establishments Review 1978', available free from the Department of Industry Library, Abell House, John Islip Street, London SW1, tel. 01-211 5221.

Forward planning for the customer

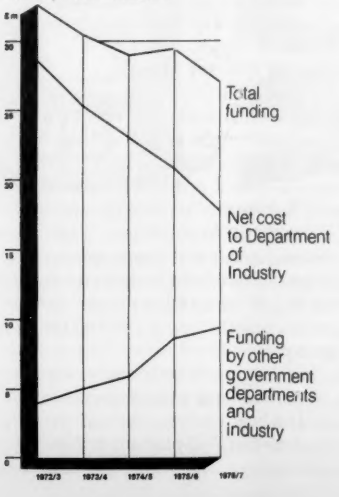
The establishments believe that they can further improve contract services and success rates in many cases, by working nearer still to the customer, selecting and concentrating on skills found to be especially useful. On this basis they are now carefully studying user needs 10 to 20 years ahead, so as to develop their own strategic plans. They wish to discuss such plans regularly with their customers so as to contribute maximally to cash generation and to exports. They are making their programme compatible with the much larger efforts of private firms and the work of the research associations, always seeking to avoid unnecessary overlap.

Duncan Davies

Duncan Davies
Chief Scientist and Engineer

Department of Industry funds down . . . other funds up

Cost to the Department of Industry for its six research establishments has fallen from £29 million to £18 million in four years, while funding from other sources – including industry – has increased.



Working with industry

Flexibility is the keynote of the way in which the research establishments develop business arrangements with industrial firms and consultants. The objective always is cost effective problem-solving, or problem analysis with programme formulation in close consultation with customers. As a rule, the arrangement is tailored to the need: hence there are a variety of approaches from which the business manager can make a choice. For example, work under a contract may take the form of a simple test or applied research investigation of a short- or long-term nature, and the investigation itself may take the form of bench studies, pilot plant work or a cost study or survey. A number of firms with similar needs or interests may find it to their advantage to sponsor work jointly. The Department of Industry encourages co-operative arrangements of this kind.

Investigations

Investigations may be undertaken entirely by the establishment concerned, or the sponsor may bring in his own staff to work alongside those of the establishment. In certain circumstances the sponsor may carry out work with his own personnel, making use of the facilities and services provided with minimum necessary involvement by laboratory staff. It is also possible for specialists from the establishments to be on contract to a sponsor.

Three points should be made:

Free initial consultation

Initial consultations for problem identification lasting half a day or less are usually given free.

Unique services

None of the research establishments regards itself as being in competition with other United Kingdom research organisations or consultants, and only in special circumstances will they undertake work which could be carried out by others. Rather the estab-

Cleaning pressure traducers in bulk storage hoppers – part of WSL's hoppers co-operative project.

lishments take pride in the fact that they offer a service that cannot be obtained elsewhere.

Confidentiality

All fully funded contract work undertaken for British companies and other organisations is strictly confidential to the client, unless permission is given to make the results known to a wide audience.

Contracts

A wide range of contracts may be negotiated, however, depending largely on the nature of the work involved and its relevance to the needs of the industrial sectors served by the establishments in question. In general, it is intended that the research establishments shall serve as wide a band of industrial enterprises as possible, including large and small firms. In each case the type of contract is open to discussion.

As a rule, if a research establishment agrees to undertake work on contract, a programme is submitted to the sponsor for approval and, as far as possible, the work is divided into distinct timed and costed phases. A report is usually presented at the end of each phase, thus giving the sponsor the opportunity of deciding in conjunction with establishment staff upon the future direction of later phases of the work. Moreover, the sponsor's prior agreement is sought before a mutually agreed estimate of cost can be exceeded.

Financial risk

Where innovatory work entails ususual risk, programmes may be appropriate for consideration of funding by the department's requirements boards: in such cases establishments may recommend that an approach be made to a requirements board.

Informing industry

Arrangements such as those discussed here are part of the department's broad approach to technology transfer, which aims at making the fruits of its technological expertise as widely available as possible. Other ways in which this transfer takes place include publishing in the technical, scientific and, occasionally, national press, the direct sale of certain reference materials and services – eg NPL's Calibration Service – and by data made available through professional bodies such as the Institution of Chemical Engineers or research associations.

The National Physical Laboratory (NPL), located at Teddington, Middlesex, is a large interdisciplinary laboratory, with a staff of over 1000, whose primary task is that of national standards laboratory for the UK, but which also carries out work in other areas.

The NPL fulfils central government's responsibility for providing the ultimate standard measures by which trade, industry and commerce can be conducted in a smooth and efficient manner. The laboratory develops techniques for maintaining the units of measurement needed not only for the well-known quantities such as length, mass and time but also for more complex concepts such as force, pressure, electrical quantities, and even in areas such as the measurement of noise and ionising radiations. It provides calibration services in these fields, either directly to industry on a repayment basis, or via the British Calibration Service (BCS). The BCS is a national service for the accreditation of standards laboratories in industry and elsewhere in which measuring devices for customers, eg for manufacturing industry, can be calibrated.

The NPL is the focal point for measurement in the United Kingdom and has responsibility to maintain and develop the national standards of measurement, to collaborate with similar national standards laboratories abroad (and also the focal point for international metrology, the International Bureau of Weights and Measures), to provide internationally agreed standards. In addition to disseminating its standards both directly through the calibration services, and through the British Calibration Service, the NPL provides advice on measurement and metrology to UK industry, government and other customers.

In addition to its standards role, the NPL's programmes are closely allied to the needs of industry in the areas of materials, computer science, and mathematical applications. Work is undertaken on such diverse topics as data provision on materials for industry, corrosion and oxidation work (with the National Corrosion Service, an advisory service of the laboratory), work on surfaces and interfaces, on specifications of new engineering materials, data on chemical systems, research on human-computer interaction, optimisation techniques, and other topics. The Energy Unit of the Department of Industry is part of the NPL.

The National Engineering Laboratory (NEL), with a staff of approximately 900 and occupying a 27-hectare (67-acre) site in East Kilbride near Glasgow, is the largest establishment of its kind in the UK. Equipped with the most advanced facilities, it is able to undertake design, research, development and testing in many fields of engineering and technology – particularly in fluids and hydraulic power, machine tool control, engineering materials and structures, heat transfer, offshore engineering technology and in many other areas of mechanical engineering.

The NEL research programme is in fact drawn up specifically to meet the needs of industry, including advice on energy conservation, and the services it provides are in some cases unique and invariably highly advanced. Overall, the work of the laboratory is organised in the following three groups:

Structures and materials group

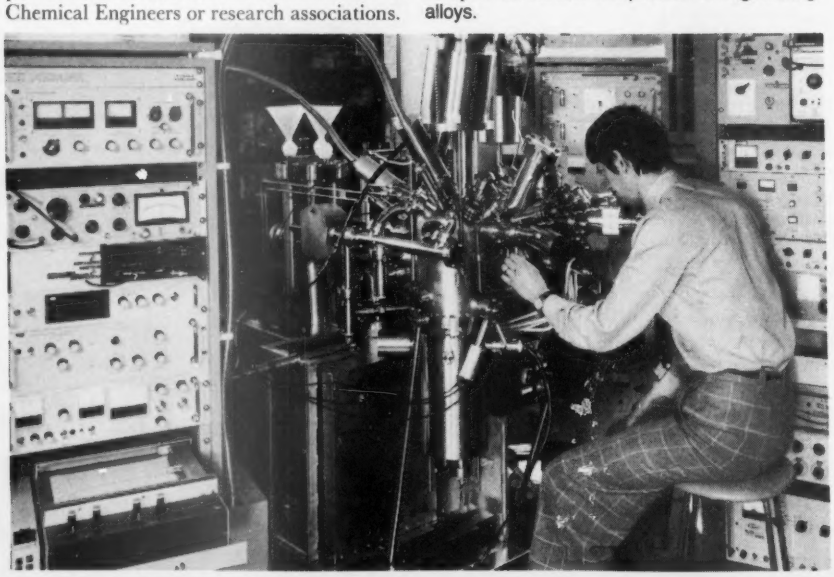
This covers the development of more economic and efficient designs of structures and components, which involves stress/structural analysis by computer, advanced testing for safety and reliability and studies of forming and fabrication methods.

Manufacturing systems group

Activities here include: computer aids to manufacture; an engineering metrology service; and the development of optical, laser and holography measuring techniques. The group also contains a special projects division concerned with fluid power technology and its associated control instrumentation. The analysis, measurement and suppression of noise and vibration is another important activity, while a Noise Control Club enables industrial members to use the laboratory's facilities.

Fluids group

The principal concern is with improving design and performance of hydrodynamic machinery and heat exchangers, and on research into the physical properties of fluids, also on maintaining national and international



Powerful new analytical techniques such as Auger spectroscopy are being applied by NPL to the study of the surface composition of engineering alloys.

Ride study of a heavy articulated truck on the NEC road simulator.

standards of flow measurement. Other work covers the investigation of offshore engineering problems, the use of vaporised fuel in internal combusion engines, the conservation of energy and the use of wave power as an alternative energy source.

NEL's collaboration with industry extends to many projects among which, in the past year, can be listed the development of a hydrostatically-driven wheeled vehicle for underwater operation; a position-control system for a tunnelling machine; and vehicle-mounted and hand-held percussion tools, hydraulically powered. Other special projects are concerned with the diagnosis of faults and problems in hydraulic systems and components, with the development of high pressure, gas flow measuring techniques and advanced flow measurement systems. Yet another NEL 'first' has been the development of a technique for mechanical stress relief ('shake down') of very large gas containers aboard liquid petroleum gas tankers.

Meanwhile the laboratory's stress and structural analysis service is being used widely by the public and private sectors in the fields of static, dynamic and thermal analysis. Examples include ships, marine and aerospace structures, cranes, radio telescopes, nuclear containment vessels, i/c engines, turbines and heat exchangers.

The WSL (located at Stevenage, Herts) has programmes which are aimed at providing a range of unique services in cross-industry and specialised areas of particular importance to government and to the process and process plant industries. Advice, consultancy, research and development to pilot scale and tests and measurements are available on:
bulk materials handling technology;
industrial control systems, particularly those using microprocessors, including on-line analytical systems;
the physical and metallurgical processing of ores and secondary materials, including effluent control;
the recovery of materials from domestic and industrial wastes;
the assessment, monitoring and abatement of atmospheric pollution; and
the prevention, control and abatement of marine pollution.

Over two-thirds of the laboratory's activities are funded by – or carried out on behalf of – other departmental or industrial customers.

There are currently eight main areas of research:

Control engineering
The application of microprocessor systems in industrial process control for a wide range of industries, including the role of the process operator; and on- and in-line analytical systems.

Materials handling
Design of storage and discharge systems; mixing of powders, pastes and slurries; pneumatic and hydraulic pipeline transport; in-line weighing and metering of bulk materials; measurement, handling and systems design for non-Newtonian materials (eg slurries and pastes) and the optimal design of complete handling systems.

Minerals processing
Design and assessment of ore and mineral treatment processes; the treatment in deposition, and subsequent treatment, of mineral and other processing wastes, including dump rehabilitation; offshore minerals processing technology, including the behaviour of bulk mineral cargoes.

Metals extraction
Pyrometallurgical process design for primary and secondary materials; hydrometallurgy, including leaching, solvent extraction, precipitation processes and microbiological processing; and electrochemical processes in aqueous and molten salt media.

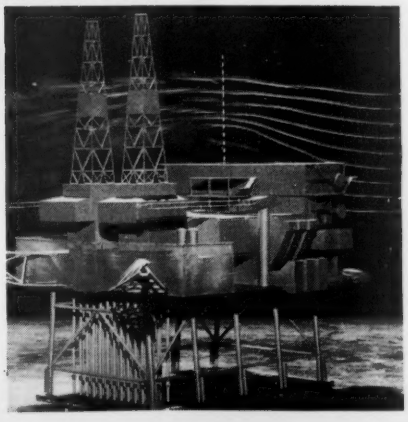
Industrial dusts, fumes and odours
Control and abatement of the generation and spread of noxious particulate and gaseous emissions from processing and handling operations; measurement and characterisation of dusts, fumes and odours in factory and general atmospheres and in effluent streams.

Materials recovery
The mechanical sorting of domestic, commercial and industrial wastes and the further treatment of the separated process streams for eventual recycling and re-use; treatment of, and recovery of values from, industrial effluents; the behaviour and efficient utilisation of waste-derived fuels; technical and economic assessments of waste arisings and their utilisation.

Oil pollution control
The detection, dispersion and recovery of oil at sea and inshore; beach protection and clearing techniques; oil-rig effluent control, disposal of chemical effluent; and the training of oil pollution personnel. Technical support services cover physical and chemical analyses, photography, engineering design, workshop and plant operation services, instrumentation, and computer and data processing services.

Air pollution control
(Principally for the Department of the Environment and other government departments.) Surveys and monitoring of a wide range of atmospheric pollutants and co-ordination of the national survey of smoke and sulphur dioxide; the assessment of pollution-measuring instruments for general, industrial and vehicle pollution and emission measurement; the mathematical and wind tunnel modelling, and prediction, of the spread of pollutants both regionally and locally.

Smoke streamers being used to investigate wind flow over a North Sea platform model in one of the NMI's wind tunnels.



The work of the National Maritime Institute (NMI) reflects the changes that man himself is creating within the marine environment, changes such as offshore technology, the building of giant oil tankers, container ships and new methods of cargo handling. It is therefore NMI policy to secure for maritime and related interests the maximum benefit from the expertise of its staff and its test and experimental facilities. At the same time, the emphasis of its work centres on a number of specific activities, including:
wind and wave loading on ships and offshore structures; the safety of ships on passage in confined waters and when docking; studies of marine traffic systems, routing schemes, collisions and strandings, and analysis of marine accident statistics; improvements in ship handling, with special reference to navigational aids, design of ships' bridges and methods of training ships' crews; wind tunnel testing of models to obtain aerodynamic data for the design of structures for both offshore and civil engineering applications; design of oceanographic instrumentation systems.

The institute, with headquarters at Feltham (near London Airport) and further facilities at nearby Teddington, is uniquely equipped for work of this kind, and is able to use both model experimental and theoretical techniques to predict full-scale performance at the design stage. Its facilities include a circulating water channel, three towing tanks, two manoeuvring tanks, two water tunnels, eight wind tunnels, as well as computer services and seaborne data gathering systems. It has also a special base at Hythe on Southampton Water, allowing it to carry out full-scale marine trials at the deep water port and in the Solent.

One facility of special interest is the institute's no. 7 wind tunnel at Teddington, where staff can simulate both the turbulence and velocity gradients of natural wind over the earth's surface. Staff can predict the behaviour in given wind conditions of buildings, bridges, fly-overs, chimney stacks, ships and offshore rigs and platforms.

A feature of the institute's programme is its close collaboration with industry. Typical projects of this type include, for example, a study of the manoeuvring behaviour of ships in the Suez Canal, which is being undertaken in co-operation with a firm of civil engineering consultants. Another project covers the design of an offshore oil storage and transfer system. Others include assistance to industry in the development and construction of a ship simulator, the design of a wave height recording buoy, air bag force transducer and wave particle velocity meter. Of a more on-going character, has been the institute's work on the design and development of hull shapes for the new ships built in the UK and overseas.

CADC

The role of the Computer Aided Design Centre (CADC) is to develop and promote the use of computer aided design and manufacture in British industry. Set up in 1969, the centre, with headquarters at Cambridge, has since expanded until today it employs over 100 staff, of whom about 60 per cent are professional engineers, or specialists in computer systems and programming.

The objective of the centre's work is to assist industry in making better use of design and manufacturing resources. To this end it produces systems for computer aided draughting, design, estimating, planning, machining and construction. It also operates a production service through which firms can obtain computer produced drawings, inspection masters and NC tapes on a sub-contract basis. Programs supplied to industry or offered through computer bureaux are maintained professionally by the centre or its appointed agents.

Although many of the centre's development projects have been carried out jointly with firms in the mechanical, chemical, construction and electrical engineering industries, the centre also works in close liaison with the universities and other research establishments to ensure that the latest technology and expertise are applied to the best advantage. Programs are produced in modular and computer-independent form. This policy permits a great deal of cross-utilisation of common techniques and programs, thereby helping to keep development costs to a minimum.

The centre uses a variety of mini-computers, linked together by an internal data communications network and serving a number of different types of CAD work station. Special hardware is also available for such tasks as remote plotting and advanced graphics display. The latter includes a graphics display incorporating a computer and a colour tv monitor.

A few examples of the CADC's systems indicate the scope and variety of the support and help it provides for industry:

Concept/Multicol
A computer aided process design and simulation system developed expressly for chemical engineers.

Graphical numerical control (GNC)
A suite of programs for the rapid production of error-free NC tapes for machine tools, together with component drawings or inspection masters.

Heat exchanger engineering
A special system, Stem, developed jointly with NEL as a computer aid for the mechanical design of shell and tube heat exchangers.

Pipework design management system
A system developed in association with a Dutch and a British firm, PDMS is used on problems of plant layout, pipe routing and pipework design.

Polysurf
A suite of programs for the design, machining or moulding of components made up of doubly curved surfaces – for example, aerofoils, turbine and compressor blades, propellers, ships' hulls or shoe lasts.

Storage tank design and detailing
A suite of cost-saving programs known as Tanks has been developed for this application in association with an international firm.

The technology employed in this wide range of systems can be applied to virtually any industrial design problem.

LGC

The Laboratory of the Government Chemist (LGC) is one of the longest established, largest and best equipped chemical laboratories in the whole country, with a staff who have an unrivalled range of ability and experience in chemical aspects of environmental and consumer protection. Located in London, with outstations at Glasgow, Gosport and Liverpool, the laboratory provides a comprehensive service, analytical service and scientific advice to government departments, local authorities, public institutions and official international bodies. Where appropriate, its expertise is also available to industry.

First and foremost, however, the LGC provides a service to government. Its main functions are, first, to discharge the statutory responsibilities of the Government Chemist; second, to provide a comprehensive service of analysis, advice and studies based on chemistry in the public sector; and third, to conduct research in these areas. Its expertise is of special value when technical aspects of new legislation are being considered and the laboratory acts in a consultancy role to central government.

At the same time, the laboratory can claim to be a national centre for analytical chemistry. It maintains five main advisory services covering agricultural materials analysis, chemical nomenclature (an area of special expertise relating to legal, official and trade documents), the transport of dangerous goods, oil spillage identification and analytical aspects of consumer hazards.

The LGC has some 430 staff possessing a wide variety of experimental skills. The analytical techniques available cover amino-acids analysis, flameless atomic absorption spectroscopy, high performance liquid chromatography, nuclear magnetic resonance, electron microscopy, X-ray diffraction and many other techniques: a brochure giving fuller details is available on request. The substances analysed include such varied materials as antibiotics, archaeological specimens, cigarettes, forged documents, hydrocarbon oils, uranium ores and water.

Occupational safety, health and consumer protection are some of the particular concerns of the laboratory. Examples of work in these fields include the identification and quantitative analysis of asbestos fibres in air, the analysis of food and water, the examination of cosmetic products for safety in use and the testing of medicinal products. The major customer department is Customs and Excise, the work undertaken covering revenue protection analysis, examination of suspected illicit imports and tariff classification advice.

LGC does not normally undertake contract work for industry in view of its consultancy role for government departments. However, such work is occasionally possible, for example, where it is also of interest to a government department. The advisory services are based mainly on the work for government departments but are also available to industry in appropriate cases.

Identifying and counting asbestos fibres in dusts and deposits at the laboratory of the government chemist.

Contact points

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European community news

EEC public supplies contracts open to all member states

British firms will be able to compete on equal terms with the national firms of other EEC countries for large public supplies contracts put out to tender when the EEC directive on public supplies contracts comes into force on 1 July.

The directive requires public purchasing authorities in the EEC to invite competitive bids from firms throughout the EEC, on public supplies contracts worth more than 200 000 units of account – about £130,000. Purchasing authorities will be required to advertise their requirements in the daily *Official Journal of the European Communities* under the 'S' series.

The new directive allows British firms for the first time to compete in the EEC markets on equal terms with national firms for public supplies contracts worth perhaps several thousands of millions of pounds each year.

In view of the importance of the directive, the British Overseas Trade Board, with the help of the Confederation of British Industry, has produced a booklet explaining the terms of the directive and offering advice to British exporters on where to go for further information. Copies of the booklet are available, free of charge, from the Publications Sales Unit, BOTB, Export House, 50 Ludgate Hill, London EC4N 7HU, tel. 01-248 5757.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

New publications
Government aid for industry in Europe 732

Parliament
European trade marks office 736
EEC rules on oil spills 736
Industrial manufacturers grant 737
Selective financial assistance 739
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Overseas trade news
THE publishes survey of industrial safety requirements 747
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Country data
France 755
United States: imports of speciality steels 756

Statistics
Registration of British, Community and foreign films 771

Copies of the EEC directive are available for reference in major public libraries throughout the UK and in the Statistics and Market Intelligence Library, 50 Ludgate Hill. Copies may also be purchased from HMSO, PO Box 569, London SE1, (price 35p plus p&p) and from HMSO bookshops. The 'S' series of the *Official Journal* is available on subscription from the Office for Official Publications of the European Communities, BP 1003, Luxembourg (annual subscription £24), or from HMSO who can also supply single copies (price 60p).

of the BOTB will offer its subscribers a new range of intelligence giving information abstracted from the *Official Journal* on calls for tender. EIS subscribers wishing to amend their computer profile to receive this information should contact EIS recruitment section tel. 01-248 5757 ext. 430. It should be noted, however, that abstraction of this information by EIS will necessarily involve a delay of 48-72 hours. Firms requiring the earliest possible information should subscribe to the 'S' series of the *Official Journal of the European Communities*.

No progress on fisheries policy – Silkin

No progress was made on revising the common fisheries policy at the fisheries council on 20 to 21 June, John Silkin, Minister of Agriculture, Fisheries and Food, told the Commons in a written reply on 22 June.

'I again emphasised the political and economic importance of the fishing industry in the UK, and the strength and unanimity of feeling expressed in this house during the debate on 15 June. I regret to say that, despite the willingness the UK has shown to be flexible in the search for an agreement, the other members of the community showed no readiness to depart from the position they had adopted at the council meeting last January.'

The council had to roll forward for July the present reciprocal fishing arrangements with third countries subject to a quota arrangement at northern Norway, which will help to ensure that the UK maintains its share of the cod and haddock catches in that area, and that overfishing by other countries will be contained.

There was failure, however, to agree on a commission proposal to introduce a ban on further catches of herring to the west of Scotland. 'There is clear, independent, scientific advice that this stock, which is of the highest importance for the future of our herring industry, is in danger,' Mr Silkin said. 'The government will therefore now have to consider urgently what had to be done to protect it.

'I informed the council that the government would now have to decide, in the light of the community's failure to take the necessary decisions, on what further action we need to take, in accordance with out rights and obligations as the coastal state, to protect and conserve the fish stocks in UK waters.'

Commission to re-examine potato proposals

Minister of Agriculture, Fisheries and Food John Silkin told EEC agriculture ministers at the 19 to 20 June council that provisions enabling the UK to operate a regional price stabilisation scheme would need to be an essential ingredient in the draft common market regulation on potatoes. Reporting on the council in a written reply to a parliamentary question, Mr Silkin said the commission had undertaken to consider this in its re-examination of the proposals.

The council had also discussed a common market organisation for sheepmeat. Mr Silkin said he had questioned the necessity for a sheepmeat regime but had said that if there had to be a common measure, the commission's market-related proposals perhaps offered a reasonable starting point.

'But I pointed out that a transitional period would be needed to avoid unnecessary disturbance to trade and prices, and that adequate and continuing access for New Zealand lamb must be ensured.' The commission's proposals would now be subject to further study which would also include other legally viable alternatives.

Mr Silkin had reminded the commission of the need for urgent action to change the coefficients used in calculating monetary compensation amounts on bacon and other processed pigmeat. The commission had confirmed that it had in hand the study which it promised to undertake during the price negotiations, and also that proposals would be made shortly for the reduction of MCA's on some processed products exported by the UK, including confectionery, cakes and biscuits.

In a discussion on progress in the Gatt negotiations he supported the commission's efforts to secure a multilateral agreement on dairy products which would include arrangements for continuing access for New Zealand cheese to the UK market.

'I also raised the question of EEC policy concerning the export of live animals for slaughter. The commission said that they were pressing ahead urgently with work on a further community directive which develops in detail the provisions of the council of Europe convention on the protection of animals during international transport,' Mr Silkin concluded.

EIB doubles capital

Subscribed capital of the European Investment Bank (EIB) was doubled to 7087.5 million units of account (mua) by a decision of the bank's board of governors, composed of finance ministers of the Nine at the annual meeting in Luxembourg on 19 June.

The amount of the increase, to be paid in by member states in eight half-yearly instalments beginning on 30 April 1980, is set at 354.375 mua; this brings the bank's total paid in capital to 911.25 mua.

The governors' decision is in response to a call from the European council for an acceleration in EIB activities to help to counter some of the community's present problems: unemployment, sluggish investment and insufficient convergence in national economic performances.

The increase in capital has a direct impact on the possibility for expansion of EIB operations. The bank's statute (which forms part of the Treaty of Rome) lays down that outstanding loans and guarantees shall not exceed the equivalent of 250 per cent of subscribed capital.

As the subscribed capital, since the last increase (75 per cent) in June 1975, stood at 3543.75 mua the limit on outstanding loans and guarantees was 8859.375 mua; at end-1977 the bank had reached almost 7000 mua (about 200 per cent).

UK largest borrower again

For the second year running, in 1977 the UK received the largest volume of finance from the European Investment Bank: 489.6 million (£320.8 million), or 34.9 per cent of all lending within the community. Loan applications came without exception from the public sector and from nationalised undertakings the exchange risk on whose borrowings is borne by the Treasury.

A scheme introduced earlier this year has extended exchange risk cover to the private sector. Manufacturing projects, in development and special development areas, are eligible.

Comments wanted on proposed meat export regulations

Interested organisations have been invited to comment on proposals for regulations designed to implement the requirements of EEC directive 64/433 on intra-community trade in fresh meat. The regulations, which are scheduled to come into force on 1 January 1979, are based on the present administrative arrangements and follow the recommendations of the meat hygiene working group. They would apply to slaughterhouse, cutting premises and cold stores approved to export to EEC countries.

Under the regulations, the Ministry of Agriculture, Fisheries and Food would continue to approve premises for export, and to revoke approval if hygiene standards fall below the required levels. The regulations would require export slaughterhouses to operate to EEC standards at all times but, in export cutting premises and export cold stores, EEC standards would apply only to meat intended for export. The regulations would prescribe for export premises detailed requirements for construction and equipment, hygiene, health marking, storage and transport and, in the case of export slaughterhouses, ante- and post-mortem inspections. Local authorities would assume responsibility for day-to-day supervision of export premises and for the appointment of official veterinary surgeons (designated by ministers) to be responsible for hygiene and meat inspections.

Organisations which may wish to comment but which have not received copies of the proposals, may obtain copies from the Ministry of Agriculture, Fisheries and Food, Animal Health Division IV, Tolworth Tower, Surbiton, Surrey, KT6 7DX. Any comments on the proposals should be sent to the same address by 15 August.

ECSC cash for BSC plants

Extra finance to help workers who are made redundant by closures in British Steel Corporation plants has been announced by the European commission under article 56 of the European Coal and Steel Community (ECSC) treaty.

The payments amount to £993,285 for the 2032 personnel affected by the closure of plant at Rotherham, Llanelli, Port Talbot, Lanarkshire, Stocksbridge, Clydebridge and Glasgow, and £580,000 for the 1342 staff affected by the closure at Cleveland, Hartlepool North and Shepcote Lane, Sheffield.

The money is for resettlement allowances and retraining costs.

Ministers take decisions on inland transport

A proposal for a regulation laying down uniform costing principles for international goods transport carried in full train loads has been adopted by EEC transport ministers. Ministers also noted a commission report on progress achieved in the preparation of a programme of co-operation among community railways. Inland transport, as well as shipping (see *Trade and Industry*, 16 June, page 588), was on the agenda at their council meeting on 12 June.

They approved in principle a directive on the adjustment of national taxation systems for commercial road vehicles and the terms of a statement on the introduction in Austria, as from 1 July, of a tax on road goods transport proceeding to and through that country. The council took note of the commission's intention to carry out a three-year experiment in monitoring traffic between the freight markets of member states, and agreed that the directive on combined road/rail transport, at present in force for an experimental period, should be made permanent. Ministers also adopted a directive on road goods statistics which is intended to improve information about the scale and development of this mode of transport.

The council took note of a statement made by commissioner Richard Burke on the importance of states agreeing and implementing railway business plans and investment programmes. They also noted that Mr Burke intended to call a meeting of senior officials in due course to consider the problems of east/west transport.

A number of other items on the council agenda, including the proposal for a directive on summer time arrangements, an additional protocol to the revised convention for the navigation of the Rhine, a draft directive dealing with a proposal for increasing the amount of duty-free fuel allowed in the fuel tanks of lorries on international journeys, proposed amendments to the social regulation on drivers' hours, and the proposal for mutual recognition of vehicle driving licences, were referred to officials for further consideration.

Finance ministers agree common strategy for economic situations

EEC finance ministers meeting on 19 June in Luxembourg agreed their contribution, on economic and monetary questions, to the report on the preparation of a common strategy to deal with the economic and social situation in the community. The report will be submitted by the foreign affairs council for discussion at the next meeting of the European council in Bremen on 6 and 7 July.

Reporting the meeting to the Commons on 22 June Denis Healey, Chancellor of the Exchequer, said that there was a meeting earlier in the day of the conciliation committee, consisting of the finance council and a delegation from the European parliament, to discuss the proposal to empower the commission to contract loans for the purpose of promoting investment in the community. It was agreed that the committee would resume its discussion on 24 July.

The council heard statements from the commission and the French representative on the proposal for a regulation applying the European unit of account to acts adopted by the European communities, and the council instructed the committee of permanent representatives to continue its work on the subject.

Conference on European markets for water treatment to be held

Frost and Sullivan Ltd is organising a conference on 'European markets for chemicals and plant used in water and effluent treatment' to be held on 18 and 19 October in

London. Speakers come from a variety of companies and organisations, including the Water Research Centre at Stevenage. For further information contact Donna Moore, Frost and Sullivan Ltd, 104-112 Marylebone Lane, London W1M 5FU, tel. 01-486 8377.

Belgian new potato imports allowed

A request has been received from Belgium to export new potatoes to Great Britain and, subject to strict plant health conditions (in particular in relation to colorado beetle), imports are now permitted as from 19 June.

The import of all potatoes from Belgium was prohibited in 1968 because of the detection of ring rot in imported consignments. Following surveys over a period of two years, the Ministry of Agriculture, Fisheries and Food was satisfied that there is no evidence that the disease exists in Belgium and the ban was removed in November last year. This was not published at the time because the import of ware potatoes from all countries was, and in fact remains, prohibited.

Community tariff quotas opened

For the period 1 July 1978 to 30 June 1979, a number of community tariff quotas have been opened which provide for a specified amount of goods to be imported at a rate of customs duty below the normal rate. Details are set out in table 1. For the products listed in table 2, there is a community reserve upon which member states may draw should their quota share be fully used.

Any inquiries concerning the above quotas should be addressed to Tariff Quota Registration Unit, HM Customs and Excise, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2570. Inquiries on general questions concerning tariff quotas should be made to Department of Trade, General Division, Room 333, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 5491.

TABLE 1: Two preferential tariff quotas for certain African, Caribbean and Pacific (ACP) countries and for overseas countries and territories of the EEC (OCT's)

Tariff heading	Item	Rate within quota	UK quota
22.09 CI	Rum, arrack and tafia	Zero	(OCT's) 100 hl of pure alcohol (ACP) 116 957 hl of pure alcohol

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations, decisions and directives which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Milk and milk products. Regulation (EEC) 1250/78 amending regulation (EEC) 1624/76 as regards the additional amount of aid payable for skimmed-milk powder denatured or processed into compound feedingstuffs in the territory of another member state.

In the first sentence of article 8(2) of regulation (EEC) 1624/76, the term 'importer' is amended to read 'person processing the skimmed-milk powder' (*Official Journal* L156, 13 June 1978).

Oils, fats and oilseeds. Regulation (EEC) 1270/78 amending regulation (EEC) 1204/72 laying down detailed rules for the application of the subsidy system for oil seeds (*Official Journal* L156, 14 June 1978).

Agricultural plant species and vegetable seeds. Decision 78/476/EEC on the equivalence of checks on practices carried out in third countries for the maintenance of varieties of agricultural plant species and vegetable seeds (*Official Journal* L152, 8 June 1978).

Fruit and vegetables. Regulation (EEC) 1232/78 fixing the reference prices for peaches for the 1978 marketing year (*Official Journal* L153, 9 June 1978).

Regulation (EEC) 1233/78 fixing the reference prices for plums for the 1978 marketing year (*Official Journal* L153, 9 June 1978).

Regulation (EEC) 1272/78 fixing for the 1978 marketing year, the maximum price levels for tomatoes grown under glass (*Official Journal* L156, 14 June 1978).

Flax and hemp. Regulation (EEC) 1275/78 fixing the amounts of aid for fibre flax and hemp for the 1978/79 marketing year (*Official Journal* L157, 15 June 1978).

Wine. Regulation (EEC) 1287/78 amending article 1 of regulation (EEC) 373/78 as regards the event giving rise to payment of the amounts for distillation operations in the wine sector, by the addition of the following paragraph:

'3. Paragraphs 1 and 2 shall not apply to the distillation operations mentioned in regulation (EEC) No 2027/77.'

(*Official Journal* L157, 15 June 1978).

Cereals and rice. The *Official Journal*, L156, 14 June 1978 contains the texts of the following:

Regulation (EEC) 1254/78 amending articles 5(5) and 6 of regulation (EEC) 2727/75 on the common organisation of the market in cereals.

Regulation (EEC) 1255/78 fixing cereal prices for the 1978/79 marketing year.

Regulation (EEC) 1256/78 laying down the minimum requirements for common wheat for bread-making.

Regulation (EEC) 1257/78 fixing the monthly price increases for cereals, wheat and rye flour and wheat groats and meal for the 1978/79 marketing year.

Regulation (EEC) 1258/78 fixing a carry-over payment for common wheat, rye and maize remaining in stock at the end of the 1977/78 marketing year.

Regulation (EEC) 1259/78 fixing the list of community regions which qualify for aid in respect of durum wheat and fixing the amount of such aid for the 1978/79 marketing year.

Regulation (EEC) 1260/78 amending articles 14 and 15 of regulation (EEC) 1418/76 as regards the procedure for fixing the

TABLE 2: Preferential quotas opened by the EEC for certain Mediterranean countries

Country	Item	Tariff heading	Rate within quota	UK quota
Algeria	ex 22.05 C	Certain wines of designated origin:	Zero	2 litres or less: 19 100 hl
		Two quotas for wine in containers holding 2 litres or less and for wine in containers holding more than 2 litres		More than 2 litres 13 400 hl
Algeria	22.05 CI ex b) CII ex b)	Wines of fresh grapes intended to be fortified for distillation	80% reduction in the customs duty	7 500 hl
Turkey	ex 20.06 BIIc)1aa)	Apricot pulp	11.9%	10 tonnes

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Financial Statistics is a monthly publication by the Central Statistical Office and the source of many figures used in articles by financial journalists and in stockbrokers' circulars. It brings together the key financial and monetary statistics of the United Kingdom.

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threshold price for round grain husked rice and for brokent rice.

Regulation (EEC) 1261/78 fixing rice prices for the 1978/79 marketing year.

Regulation (EEC) 1262/78 fixing the monthly price increases for paddy rice and husked rice for the 1978/79 marketing year.

Fodder plant and cereal seed. Directive 78/511/EEC amending directive 74/268/EEC laying down special conditions concerning the presence of *Avena fatua* in fodder plant and cereal seed (*Official Journal*, L157, 15 June 1978).

Decision 78/512/EEC amending decision 74/269/EEC authorising certain member states to make provisions which are more strict concerning the presence of *Avena fatua* in fodder plant and cereal seed (*Official Journal*, L157, 15 June 1978).

The association of the overseas countries and territories of the EEC and the EEC-ACP convention of Lomé

The *Official Journal of the European Communities*, L147, 3 June 1978, contains the text of decision 78/465/EEC adjusting decision 76/568/EEC on the association of the overseas countries and territories with the European Economic Community, following the accession of Jibuti (previously known as the Territory of the Afars and Issas) to the convention of Lomé on 2 February 1978. Decision 78/465/EEC amends article 30, and deletes 'Territory of the Afars and Issas' from article 23(5), article 26 and annex 1 of decision 76/568/EEC.

With effect from 2 February 1978 any reference to the 'ACP states' in the acts of the community institutions also applies to the republic of Jibuti.

Imports from non-member states

The *Official Journal*, L153, 9 June 1978 contains the texts of the following decisions:

Decision 78/485/EEC authorising Ireland not to apply community treatment to women's, girls' and infants' (other than babies') knitted or crocheted pyjamas and nightdresses of cotton or synthetic fibres, falling within heading ex 60.04 of the common customs tariff (Nimexe codes 60.04.21, 25, 51, 53), originating in the Philippines and in free circulation in the other member states.

Decision 78/486/EEC authorising Ireland not to apply community treatment to men's and boys' woven industrial and occupational clothing; women's, girls' and infants' woven aprons, smock-overalls and other industrial clothing (whether or not also suitable for domestic use) of wool, of cotton or man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B of the common customs tariff (Nimex codes 61.01-13. 15, 17, 19; 61.02-12, 14), originating in Hong Kong and in free circulation in the other member states.

Decision 78/487/EEC authorising Ireland not to apply community treatment to shirts, T-shirts, lightweight fine knit roll, polo or turtle necked jumpers and pullovers, undervests and the like, other than babies' garments, of cotton or synthetic textile fibres; T-shirts and lightweight fine knit roll, polo or turtle necked jumpers and pullovers of regenerated textile fibres, falling within heading ex 60.04 of the common customs tariff (Nimexe codes 60.04-01, 05, 13, 18, 28, 29, 30, 41, 50, 58) originating in India and in free circulation in the other member states.

Decision 78/488/EEC authorising France not to apply community treatment to cotton yarn, not put up for retail sale, falling within heading 55.05 of the common customs tariff (Nimexe codes 55.05-13, 19, 21, 25, 27, 29, 33, 35, 37, 41, 45, 46, 48, 52, 58, 61, 65, 67, 69, 72, 78, 92, 98), originating in South Korea and in free circulation in the other member states.

Decision 78/489/EEC authorising Ireland not to apply community treatment to woven table linen, toilet linen and kitchen linen, other than of cotton terry fabric, falling within subheading ex 62.02 B of the common customs tariff (Nimexe codes 62.02-41, 43, 47, 65, 73, 77), originating in India and in free circulation in the other member states.

Decision 78/490/EEC authorising Ireland not to apply community treatment to shirts, T-shirts, lightweight fine knit roll, polo or turtle necked jumpers and pullovers, undervests and the like, knitted or crocheted, not elastic or rubberised, other than babies' garments, of cotton or synthetic textile fibres; T-shirts and lightweight fine knit roll, polo or turtle necked jumpers and pullovers of regenerated textile fibres, falling within heading ex 60.04 of the common customs tariff (Nimexe codes 60.04-01, 05, 13, 18, 28, 29, 30, 41, 50, 58), originating in the Philippines and in free circulation in the other member states.

Decision 78/491/EEC authorising Ireland not to apply community treatment to women's, girls' and infants' blouses and shirt-blouses, knitted or crocheted (not elastic or rubberised), or woven, of wool, cotton or man-made textile fibres, falling within subheading ex 60.05 A or ex 61.02 B of the common customs tariff (Nimexe codes 60.05-22, 23, 24, 25; 61.02-78, 82, 84), originating in the Philippines and in free circulation in the other member states.

Decision 78/492/EEC authorising France not to apply community treatment to men's and boys' coats and blazers, falling within heading ex 61.01 of the common customs tariff, originating in Czechoslovakia and in free circulation in the other member states.

The *Official Journal*, L154, 10 June 1978 contains the texts of the following decisions:

Decision 78/494/EEC authorising Italy not to apply community treatment to synthetic rubber latex, falling within heading ex 40.02 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 78/495/EEC authorising Italy not to apply community treatment to woven fabrics of cotton (other than gauze, terry fabrics, narrow woven fabrics, pile fabrics, chenile fabrics, tulle and other net fabrics), unbleached, falling within heading ex 55.09 of the common customs tariff (Nimexe code 55.09-74), originating in Hungary and in free circulation in the other member states.

Decision 78/496/EEC authorising France not to apply community treatment to women's, girls' and infants' (other than babies') dresses, of woven fabric or knitted or crocheted, falling within subheading ex 60.05 A II or heading ex 61.02 of the common customs tariff (Nimexe codes 60.05-41, 42, 43, 44; 61.02-48, 52, 53, 54), originating in Taiwan and in free circulation in the other member states.

Decision 78/497/EEC authorising Italy not to apply community treatment to synthetic textile fibres, acrylic, falling within subheading ex 56.04 A of the common customs tariff (Nimexe code 56.04-15), originating in Romania and in free circulation in the other member states.

Decision 78/498/EEC authorising France not to apply community treatment to men's, boys', women's, girls' and infants' coats and raincoats, falling within heading ex 61.01 or ex 61.02 of the common customs tariff, originating in Poland and in free circulation in the other member states.

Decision 78/499/EEC authorising France not to apply community treatment to woven fabrics of man-made fibres (continuous) (including woven fabrics of monofil or strip falling within heading 51.01 or 51.02), other than those for tyres and those containing elastomeric yarn, other than unbleached or bleached, falling within subheading ex 51.04 A of the common customs tariff (Nimexe codes 51.04-15, 17, 18, 23, 25, 26, 27, 28, 32, 34, 42, 44, 46, 48), originating in South Korea and in free circulation in the other member states.

Decision 78/493/EEC authorising Italy not to apply community treatment to synthetic textile fibres (discontinuous), not carded, combed or otherwise prepared for spinning, falling within heading ex 56.01 of the common customs tariff (Nimexe code 56.01-15), originating in the German Democratic Republic and in free circulation in the other member states.

Harmonisation of legislation

Import/export duties. The *Official Journal of the European Communities*, L146, 2 June 1978, contains the text of directive 78/453/EEC on the harmonisation of provisions laid down by law, regulation or administrative action concerning deferred payment of import duties or export duties.

Further information: HM Customs and Excise, General Division A, Branch 1, Kent House, Upper Ground, London SE1 9PS, tel. 01-928 0533 ext. 441 (import duties); The Intervention Board for Agricultural Produce, 2 West Mall, Reading, tel. Reading 583626 ext. 345/246 (export duties).

Motor vehicles and their trailers. The *Official Journal of the European Communities*, L155, 13 June 1978, contains the text of directive 78/507/EEC adapting to technical progress directive 76/114/EEC on the approximation of the laws of the member states relating to statutory plates and inscriptions for motor vehicles and their trailers, and their location and method of attachment.

Further information: Department of Industry, Vehicle Division, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 5658.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to the Advertisement Department at 13 Great James Street, London WC1, telephone 01-242 9478.

Overseas trade news

Ingeco Laing's first contract loan backed by ECGD

Ingeco Laing's first contract is being financed by an $18.4 million loan which Barclays Bank International has made available to Prva Iskra of Baric, Belgrade, Yugoslavia and backed by the Export Credits Guarantee Department. The contract is for the design, engineering, supply of components and commissioning of a linear alkyl benzene plant to be installed in an existing plant at Baric.

Ingeco Laing is a specialist engineering contractor combining the resources of the Swiss-Italian contracting group Altech and the UK-based John Laing group. The speed with which Ingeco Laing was able to set up the financial package was a key factor in winning the contract.

The new plant, which is due to be commissioned in autumn 1980 will have the capacity for an output of 50 000 tonnes of linear alkyl benzene a year for use in the production of detergents.

ECGD guarantees $35m loan to Brazil

The repayment and funding for a $35 million loan which Lloyds Bank International has made available to Petroleo Brasileiro SA (Petrobras) of Brazil is being backed by ECGD.

The loan agreement signed in London on 20 June by Sir Reginald Verdon-Smith, chairman, for Lloyds Bank International and by Dr Carlos Isnard, finance director, for Petrobras will help finance contracts awarded by Petrobras or its subsidiaries to UK suppliers of capital and semi-capital goods and related services for offshore and inshore oil explorations and for the chemical and petrochemical industries.

UK firms, to be nominated by Petrobras, will receive 85 per cent of the contract value from the loan; the remaining 15 per cent will be found from the buyer's own resources. The ordering period for contracts will extend over the next two years.

A previous ECGD guaranteed line of credit arranged by Lloyds Bank International to Petrobras in May 1974 has been fully used. Orders placed under it included an oil drilling platform for the Groupa off-shore field supplied by McDermott's Ardersier, Invernesshire yard. Other contracts included oil filters and air suppression plant.

First dollar loan to Mexico

A $5.8 million loan which the European Banking Company has made available to Celulosa y Derivados SA, Mexico is being backed by the Export Credits Guarantee Department. This is the first ECGD-guaranteed buyer-credit loan to Mexico to be expressed in dollars.

The loan will help finance a $7.6 million contract awarded to British Cellophane Ltd by Celulosa y Derivado SA. Under the contract British Cellophane will design and instal a production line at Monterrey, Mexico to produce biaxially-oriented polypropylene film.

The production line is due to be commissioned by early 1980.

Additional finance for the project is being provided through a syndicated loan arranged by European Banking Company Ltd.

Loan for lab equipment

An $8.5 million loan which will help finance a $10 million contract awarded by the Indonesian government's Department of Education and Culture to Philip Harris (International) of Shenstone, Staffordshire is being backed by the Export Credits Guarantee Department.

The loan, which Lloyds Bank International has made available to the Department of Finance of the Republic of Indonesia, is for the supply of laboratory equipment for the physics, biology and civil and mechanical engineering faculties of 10 Indonesian universities.

The contract will include materials testing equipment to be supplied by Engineering Laboratory Equipment of Hemel Hempstead, Hertfordshire. It will also include mechanical engineering laboratory equipment to be supplied by Herbert Tooling Limited of Coventry, Armfield Technical Education Limited of Ringwood, Hampshire and Tecquipment Limited of Nottingham.

THE publishes survey of industrial safety requirements in West Germany

Manufacturers exporting industrial equipment to West Germany will need to comply with the regulations relating to accident insurance and industrial safety as many German companies will only purchase equipment that has been proved to meet these requirements.

Technical Help to Exporters (THE), the export advisory service of the British Standards Institution, has, therefore, produced a comprehensive survey of the requirements, as administered by the Gewerbliche Berufsgenossenschaften (the industrial injuries insurance institutes) colloquially known as the industrial BGs.

'Industrial safety in the Federal Republic of Germany' gives a brief history of the development of accident insurance and industrial safety and then explains the roles of the various BGs and their technical committees (Fachausschüsse). Full names and addresses of the BGs and technical committees are also given.

All the accident prevention regulations are listed and the areas of responsibility from each technical committee are indicated. The publication also identifies items of equipment that must be inspected either before or during use, and indicates who should do the testing.

The survey is a companion volume to the 'German equipment safety law' (available in English from THE) and should be read in conjunction with this.

Copies of 'Industrial safety in the Federal Republic of Germany' costs £80 to THE members and £100 to non-members, and can be obtained from the THE Sales Office, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts, tel. 0442 3111.

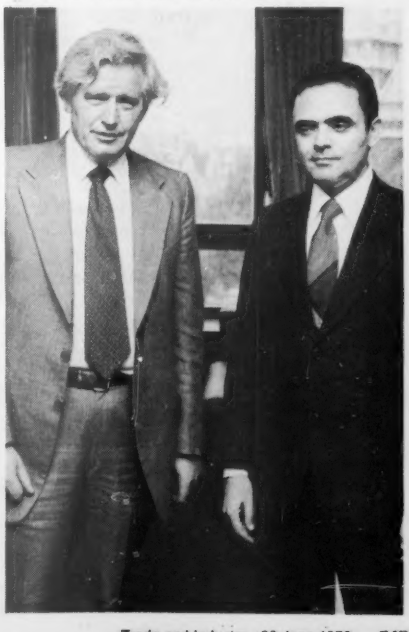
Commercial officer in UK

Andjou-Jouba, commercial officer in Accra since 1975, will be visiting the UK shortly and will be available in October 1978 for discussions with firms interested in trade with Togo and Benin.

Because commercial officers often have only

Moroccan energy minister visits UK

Secretary of State for Trade Edmund Dell (left) and Mr Moussa Saadi, Moroccan Minister of Energy and Mines. Mr Saadi was on an official visit to the UK, at the invitation of Mr Dell, with a party of Moroccan officials and businessmen.



limited time at their disposal it may not always be possible to fit everyone in. Where it is not possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU which is in close touch with all overseas commercial officers can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce, Belfast, can also help.

British firms and organisations who wish to meet the officer are asked to write for an appointment, giving full details of the specific export problem and commodities involved as follows: firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales the Welsh Office, Cardiff and for Scotland to the Scottish Office, Glasgow. For firms in the eastern region and the London and south-eastern region (and any organisation in the other regions who would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions firms should contact the appropriate DoI regional office (exports).

Dutch buy Post Office's viewdata

Know-how on viewdata – the British Post Office's revolutionary communication system linking the telephone with a tv set is being bought by the Netherlands.

Holland is the second country to decide to acquire software for this British-based development; the first overseas sale of viewdata, was made to West Germany, last August.

Under an important contract just signed in The Hague, the British Post Office is supplying the Netherlands' Postal and Telecommunications Authority (PTA) with a copy of some of its viewdata pilot trial computer programs. These will enable the Dutch PTA, with British Post Office assistance, to implement its own pilot trial of the system.

The material being supplied to the Netherlands PTA under this contract differs in detail from that provided to West Germany. This is because the Post Office is now able to offer a choice of two packages – the original system developed for the pilot trial, and the later system on which the public service is based. Because of its keen interest in a public viewdata service in Holland, and a wish to demonstrate the system at the earliest possible moment, the Netherlands' PTA is taking a version of the pilot trial system, for demonstration purposes, with an option on the public service system later.

The first public demonstration of viewdata in Holland is planned for the Firato radio and television exhibition in Amsterdam, from 31 August to 10 September. Viewdata-equipped tv sets at the exhibition will be linked to the Dutch authority's own viewdata computer. This is to be supplied by GEC Computers Ltd for installation at the Dr Neher Laboratory of the Netherlands' PTA at Leidschamdam, The Hague.

UK executives 'worse off' in purchasing power – ECA report

According to figures issued by Employment Conditions Abroad on 26 June the gap between the purchasing power of UK executives salaries and that of executives in 11 other countries worsened by about 10 per cent during the past year. The company's Inter-Country Executive Remuneration Report for 1978 says that this is because the hardening of sterling and the higher rate of inflation in the UK than in most of the other countries has reduced the cost of living advantage of the UK. In other words, as ECA forecast last year, the position of the UK as a cheap country has been eroded.

Day-to-day living costs

Overall the position is much as last year, the report states, with the gap between the UK and abroad being widest in gross terms, rather less wide in net after tax terms, and least wide in purchasing power terms. This is because the cost of day-to-day living is still lower in the UK than in most of the other countries listed.

However, the report confirms, within the general picture there are many variations. Canada and the United States head the league, combining high gross remuneration

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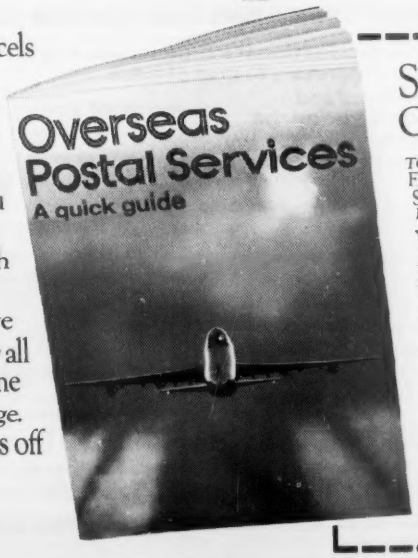

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TI 30/6

with moderate income tax and cost of living. Sweden remains in the worst position, being behind the UK in purchasing power. However, a devaluation has reduced that country's relative cost for the moment and improved its showing over last year.

The ECA report is similar in form to those issued in previous years and compares executive remuneration in the UK with that of national executives in 12 other countries at various responsibility levels expressed in terms of UK remuneration. The comparisons are made in terms of gross remuneration, net-after-tax remuneration and after-tax remuneration, adjusted for differences in cost of living. The last comparison is really the most significant one as it measures relative purchasing power or what the money buys in each country.

Further inquiries (about the report and membership of ECA) can be obtained from Rosamund Tracey, Membership Secretary, Employment Conditions Abroad Ltd, Devonshire House, 13 Devonshire Street, London W1N 1FS, tel. 01-637 7604-7.

New UK-Portugal quota scheme for road haulage

A new UK-Portugal co-operation quota scheme has been introduced under which British operators who arrange back loads for Portuguese operators will qualify for two Portuguese permits for each load provided.

This scheme, announced by the Department of Transport on 19 June, has been negotiated to meet the situation where the demand for Portuguese general quota permits has risen to the extent that it has become necessary to place some limit on future issues.

For 1978 the allocations are: operators who used general quota permits in 1977 may have up to the same number in 1978 with a minimum of five; operators who did not use general quota permits in 1977 may have up to three in the second half of 1978, whether or not they have already used some during the first half of this year.

Applications

Applicants will need to be in possession of the appropriate permits to enable them to cross France and Spain.

Applications for general quota permits and inquiries for details of the co-operation quota scheme should be addressed to the International Road Freight Office, Westgate House, Westgate Road, Newcastle upon Tyne.

Review of Japanese advertising

Andrew Watt, general manager of the Japan Market Research Bureau in Tokyo, will give an audio-visual presentation entitled 'A review of Japanese Advertising Today' at the London chamber of commerce on 11 July at 11 am.

The talk will be introduced by Mr E. J. Field, the British Overseas Trade Board's special adviser on Japan.

Further details can be obtained from: Diane Wright, London Chamber of Commerce, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444.

Consolidated list of goods subject to security export control: amendment 3

The attention of manufacturers and exporters is drawn to the following amendment to the schedule of goods which appeared in *Trade and Industry*, 30 April 1976.

Amendment 1 appeared in *Trade and Industry*, 5 November 1976 and amendment 2 appeared in *Trade and Industry*, 24 February 1978.

Reprints of the schedule and amendments 1 and 2 are available from CRE4/1d, Department of Trade, Room 102, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6670/6792.

Industrial list

1564 II (c), (1) and (2)
Delete (2) and *renumber* (1) as (i)

1572 (2) (b) (1)
for '300kHz' *read* '100kHz'

Award for Israeli citizen

Following the announcement of the Queen's birthday honours for export achievement (*Trade and Industry*, 16 June, page 620), it has become known that Edward Murad, commercial officer at the British embassy in Tel Aviv, has been awarded the MBE. Mr Murad, who has been with the embassy's commercial department for 20 years, is an Israeli citizen.

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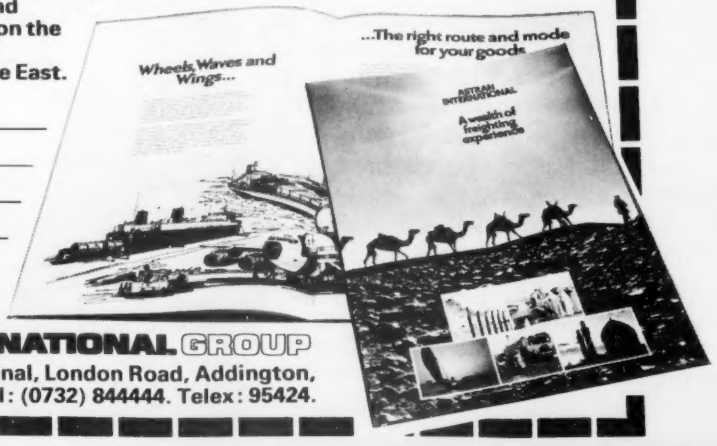

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Does the UK need import controls?

How to preserve the open trading system when it faces considerable pressures was the theme of an address to the Consumer's Association by Secretary of State for Trade Edmund Dell on 21 June. The following is a summary of his speech.

Mr Dell said that the question which the government was concerned with now – among the governments of the industrialised developed world outside the communist bloc – was how to preserve the open trading system at a time when it was under pressure, when it was in great peril because of present economic discontents. His proposition was that rules, though important, had to be supplemented by an attempt through negotiation to reconcile national interest in as peaceful a way as possible – that is without trade war and with mutual advantage. He said there was one prime reason why the Consumers' Association was notably concerned in maintaining the open trading system and that was the consumer's interest. The consumer, Mr Dell said, liked choice, the consumer liked variety, the consumer liked competition. Consumers were also, in a different capacity, producers. 'But thinking of consumers as consumers, there is no doubt at all that the consumer interest lies in the preservation of the open trading system.'

Mr Dell continued that there were other considerations which were relevant to this firm determination to preserve the open trading system. The first of these considerations was frequently ignored in the discussion of these matters. It was, however, very important. The west was concerned in a defence organisation which was very vital to the UK's security and in which the United States had a vital part to play. 'No one should imagine that a trade war, if by ill chance it broke out, is easily consistent with that defence alliance. I happen to believe that the trading system which developed towards greater freedom during the 1950s and 1960s and which has recently been retreating from that level of freedom would in my judgment, have crumbled a great deal further but for our common defence interests.'

He said that the consumer's considerations included employment interests which had led UK governments, and the governments of other countries, to arrange with foreign suppliers that there should be restraints, voluntary or otherwise, on exports in certain sectors of industry to Britain. 'But they have been done in a way which has not provoked retaliation and they have enabled us to reconcile certain interest groups which might otherwise have been clamouring more powerfully for more widespread protective arrangements.'

Expanding this point, Mr Dell said that to move to a system of import controls either general or 'selective' – because those who argued in favour of 'selective' import controls very often meant something so little different from general import controls that the gap between the two could not be distinguished – could well provoke retaliation from other countries who would find their interest harmed by this action.

He said that there was an illusion shared by a number of people who argued for this move that the UK was regarded as having a special position in the world, with special problems. That special position would give Britain a privileged situation so that we could expect to continue to export to the rest of the world, but behind barriers with which we would protect ourselves. No other country in the world looks at us that way. Every other country in the world which observes our problems regards it as the prime responsibility of the United Kingdom people and government to solve these problems without damaging their interests.

'Therefore,' he continued, 'we would not be permitted, without retaliation, to exclude ourselves from that part of the system which may be thought to harm the interests of our producers while still exploiting the opportunities which we continue to have, or expect to continue to have, in export markets.

'That is not open to us and anyone who advocates general import control or 'selective' import controls so widespread as to create what they imagine are conditions behind which British industry can regenerate must accept that, in my judgment and as a matter of fact, that that course of action would bring massive retaliation against this country.'

In considering why the UK should support the continuation of the open trading system Mr Dell said that in his judgment, Britain's interest lay in the greatest openness possible, with keeping the open trading system to the greatest possible extent and in the success of the multilateral trade negotiations (MTNs) 'not so much because of their economic value, but because it would be a serious political setback if they failed.'

But 'on the other hand I warn that if the world economy does not once more expand more rapidly then I am afraid that the system will be in increasing peril. And I may say, not at the moment, primarily from this country or any action by this country.'

Preserving the system

Turning to the difficulties in achieving the preservations of the open trading system, Mr Dell said that the first, and the major one, was the extent of economic conflict in the world at the moment. This arose from the intensity of competition in the world and was enhanced by the present slow economic expansion.

The economic conflict was leading to increasing protectionist pressures in all countries. In such a world, Mr Dell continued, different national priorities emerged. Many countries, understandably, put their priorities not on increases of economic welfare but on national economic security. This applied, he said, in different ways to Japan, to Germany and to the developing countries.

Nations throughout the world were trying to avoid exposing themselves, particularly in the present difficult economic circumstances, to a degree of insecurity which would make them dependent too much on foreign borrowing. 'This is one of the reasons why I say that rules are not enough, you also need negotiation, you need recognition of other countries' interest, you need recognition of what other countries are worried about and you need to negotiate the most acceptable mutual settlement of those problems.'

Import controls?

Answering the question 'Does the UK need import controls?' Mr Dell said that Britain had import controls. What the UK was negotiating about in Geneva (in the MTNs) was reducing these import controls rather further than the world had so far succeeded in doing. But could anybody say if the UK's import controls had achieved the sort of regeneration that proponents of the general import control argument suggested.

On the other hand, Mr Dell said 'free traders' had lost confidence in their arguments to such an extent they had now developed a new theory; 'it is no longer free trade, it is modified free trade. Modified free trade is an attempt, I think, to reconcile these economic arguments to the political realities of the situation with which we are faced.'

The argument of modified free traders, Mr Dell said, was that the economy could be tinkered with; there could be industrial policies so long as protection was not provided at the frontiers. 'We have experience of industrial policies over the years and, sometimes, they help to some extent.'

But if the problems of a country like the UK were taken over a period, even when there was more rapid economic expansion, the general lesson to be learned was that as the tariffs came down as the protective barriers at the frontier were removed the industrial policies grew up. These, he said, could cause as much concern to the UK's trading partners as controls at the frontier.

Mr Dell said that though consumers were the residual beneficiary of the open trading system, it would be negotiated from the point of view of producers; it always had been and it always would be. But the concessions made in international discussions were concessions calculated from the point of view of the opportunities which were created for producers. 'If we allow you to export into our market will we get equivalent opportunities to export into your market.' These were the calculations – uncertain though they were – which were made, Mr Dell said, and the consumer was the incidental beneficiary. But, he continued, if you found that a mistake had been made, if too much had been conceded and the result was not in fact reciprocal, the governments would turn to protect producers. It was this instinctive reaction of governments and nations that they needed security in an uncertain world, that governments had to negotiate in international trade.

Concluding, Mr Dell said that 'we should strive to maintain the open trading system and that is my political priority. It is the civilised way of running the economic world. We should inject into the negotiations the thought that the results matter, that people will react if the results go against them. Therefore the negotiations must take account of the fact that the outcome must be a balance of interest and that only on the basis of a balance of interest will we succeed in this negotiation to preserve the open trading system.'

Overseas trade exhibitions

New timing brings record number of overseas visitors to Paris floor covering fair

From Helen Taylor, British embassy, Paris

More than 2000 foreign visitors – a substantial increase over 1977 – attended the 12th Paris salon international du tapis et des révêtements de sols held at the Porte de Versailles exhibition park, but at a new time of year – from 10 to 13 June.

Previously, this event has taken place in January, so conflicting with Heimtex, the rival exhibition held in Frankfurt; the change in the timing this year has resulted in the record attendance from abroad.

Twenty-two British firms took part in a joint venture sponsored by the British Carpet Manufacturers' Association, the majority of whom, exhibiting woven and tufted carpets, were situated on a group site in the main section of the exhibition. In addition, Cimex Ltd were present demonstrating floor-cleaning machines and OCM (London) Ltd displayed a range of hand-made oriental carpets.

Sir Nicholas Henderson, British ambassador to France, admiring the range of carpets displayed on the stand of A. F. Stoddard at the Paris carpet fair.

These companies were able to benefit from the increased attendance of visitors from Europe and the Middle East, even though the number of French visitors this year was down. Those companies with an established distribution system in France, including Templeton Grays Carpets Ltd and Shaw Carpets Ltd, came off best; A. F. Stoddard and Co Ltd, too, which has recently established a French company, was hopeful of large sales.

In all, this was not an easy year for the exhibition, since buyers have yet to adjust to the change of timing. But the encouraging response from abroad was sufficient for the organisers to be determined to persist with their new schedule, and to hold next year's exhibition again in June.

Portuguese fair points to substantial business

From Jane Fernandez, British embassy, Lisbon

Industries of 50 countries were represented by 794 exhibitors at the nineteenth international fair of Lisbon which was opened on 1 June by Portugal's Prime Minister, Mário Soares.

This is Portugal's major trade event which features exhibits from all the industrial sectors not covered by the specialised exhibitions held under the same auspices. This year the products of 19 sectors and sub-sectors ranging from packaging to shipbuilding occupied a record gross area of 42 000 m².

The central theme of the exhibition was, Portugal and its role in the EEC.

The host country provided 272 exhibitors, many showing products and machinery made or assembled in Portugal. The next largest contingents came from West Germany with 82, United Kingdom with 81, Italy with 77 and France with 62. The European community had an information stand in a strategic position at the entrance to the main hall. The British part of this stand was organised by the Central Office of Information and consisted of an eye-catching display of illuminated panels focusing Britain's achievements in the telecommunications sector – a well chosen theme considering Portugal's long-term requirements in this area.

Also in the main hall were the national trade information stands of Bulgaria, German Democratic Republic, Poland, Spain and Senegal as well as the Portuguese-Arab Chamber of Commerce which represented 23 Arab states.

Impressive display

For the tenth successive year, the UK had a joint-venture stand sponsored by the British Overseas Trade Board in conjunction with the Birmingham Engineering and Building Centre. This year the group consisted of 13 manufacturing companies who put on an impressive display of industrial and some domestic equipment on both an indoor and outdoor area.

The exhibitors expressed general satisfaction with the results, despite the difficult import licensing situation and the economic crisis. All felt that participation had been worthwhile and that substantial business could follow.

Imported

Coles Cranes in fact sold, on the second day of the exhibition, a Hydra Husky mobile crane worth many thousands of pounds which had been hastily imported to replace a similar one sold a few days before the opening date.

UK energy on show in Brazil

At the Energy '78 exhibition in Sao Paulo, Brazil, from 10 to 16 April, Rubbaglas exhibited items related to nuclear energy, namely oxygen exclusion diaphragms as used in the Westinghouse PWR systems, and items related to the petrochemical industry, in particular the company's seals for floating roof storage tanks.

Rubbaglas did not exhibit a range of floating roof storage tanks as stated in *Trade and Industry*, 12 May, page 320.

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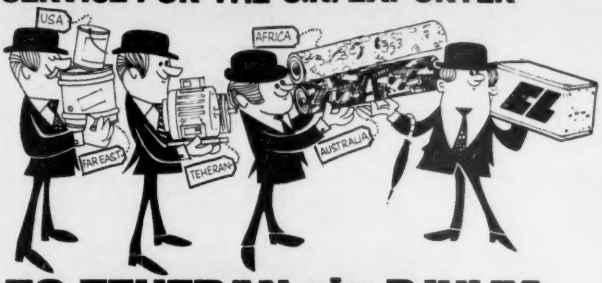

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Overseas trade export services

Lowestoft wins new Canary Islands service

A new fortnightly service to the Canary Islands begins from the port of Lowestoft today (30 June) when the first vessel, the 1300 ton *Dori Bres* is expected to load a mixture of vehicles, pipes, lubricating oil and general cargo.

The service, operated by Bres Line (Rederiet Nielsen and Bresling), will call at Tenerife and Las Palmas in the Canaries. Using north quay, the service will initially be handled conventionally, but it is expected that it will be partly containerised at a later date.

A second vessel, the *Bresling Bres*, has already been scheduled for 15 July. It should be possible, the port claims, for all vessels to be turned round within a day, and it is because of the efficient service that Lowestoft offers that the port was chosen.

Further information: circle 708

Bell Lines develops northern route to France

Bell Lines has announced that it is concentrating the main development of its UK-to-France shipping line through its container terminal at Teesport instead of through Bellport (Newport, Gwent).

The current trend of door-to-door container traffic to and from Bell Lines' new container terminal at Radicatel, near the mouth of the River Seine, shows that the fastest growing demand for the UK-to-France route is coming from the north of England and Scotland.

Sailings between Teesport and Radicatel will start at the beginning of July with a twice-weekly schedule, the same as the existing Bellport-Radicatel programme. Voyage time will also be the same and costs to customers will remain unaltered.

The route to France via Bellport will still be available as a secondary facility to customers requiring direct shipment to and from South Wales.

Further information: circle 709

Australian bank offers trade inquiry service

One of Australia's major trading banks, The National Bank of Australasia, is offering a trade development service which should be of interest to exporters.

The service is based upon a central computer data base of information compiled on over 2000 Australian companies in the exporting field which have expressed firm interest in expanding their international trading activities.

This information, which is suitably categorised on the computer to enable rapid location of data, was collated from details provided by these companies following contact on a personal level by the bank's 900 branch managers throughout Australia.

This contact is regularly maintained so that details on individual companies and their particular product interest is constantly updated.

The service is free of charge and aims to match with the minimum of delay the trading requirements of Australian and overseas companies according to the product each wishes to import or export. Licensing and joint venture inquiries can also be similarly processed.

The bank points out that it is suitable for United Kingdom trade missions seeking new contacts, introductions, and agency arrangements.

Further information: circle 710

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Export services: now every week

Export services will now appear every week in the pages of *Trade and Industry*..

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in this feature should be addressed to the Overseas Editor, Trade and Industry, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242-9478.

IAS opens Dubai Airport office

IAS Cargo Airlines has opened an office at Dubai Airport to have an 'on-the-spot' facility to assist clients in the clearance and handling of their cargo.

IAS now has offices at both Sharjah and Dubai airports to supervise cargo handling.

The office can also accept bookings for both inbound and outbound flights as IAS has found that the telephone lines between Sharjah and Dubai are often extremely congested and it is difficult for clients in Dubai to contact the main IAS Sharjah town office.

Further information: circle 711

ACL ships new waste converter to New York

A newly-designed hydraulically-driven refuse treatment unit – from Vickers design and projects division at Swindon – is driven on to Atlantic Container Line's ro-ro containership *Atlantic Champagne*. The unit, known as a seerdrum and which weighs 21 tonnes, is bound for New York State, where it will be used to convert normal household waste into top dressing on refuse tips.

Further information: circle 712

Overseas trade country data

Australia

Sugar industry. The Australian Minister for Business and Consumer Affairs has sent a reference to the Industries Assistance Commission for inquiry and report as soon as possible on the question as to whether assistance should be accorded the sugar industry and what should be the level of the domestic price of refined sugar and refined sugar products.

The commission has been requested to make its report to the government for consideration and, if accepted, implementation of recommendations by 1 July 1979.

UK firms and trade associations intending to submit evidence at the public hearing, details of which will be announced later, should advise the Industries Assistance Commission immediately at PO Box 80, Canberra, ACT 2600. Evidence may be submitted through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel 01-930 2524, who will represent UK interests if authorised.

The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Ref: CRE 1058/78

Brazil

Duty concessions on some chemicals. Customs policy council resolution 3161, published in the *Diario Oficial*, 5 May, removed goods in sub-heading 29.31.18.02 from the list of products granted duty exemption under CPA resolution 2941, and added some goods in headings 29.31.99.00 and 29.35.99.00 to the list.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Duty on olives and olive oil. Customs policy council resolution 3163, published in the *Diario Oficial*, 5 May, reduced the import duty on goods in the following tariff headings:

07.03.05.00 from 145 per cent to 45 per cent
15.07.04.01 from 50 per cent to 20 per cent
15.07.04.02 from 75 per cent to 45 per cent

Inquiries: OTAR 01-248 5757 ext. 476/474.

Orthophosphoric acid. Customs policy council resolution 3164, published in the *Diario Oficial*, 5 May, raised the import duty on orthophosphoric acid, in heading 28.10.02.03 from 15 per cent to 30 per cent.

However, CPA resolutions 3165 and 3166 grant exemption from duty in specific cases.

Copies of these resolutions, in Portuguese, are available from OTAR 01-248 5757 ext. 476/474.

Fiji

Edible fats and oils. The Fiji Comptroller of Customs and Excise has announced, with effect from 19 May, an increase in fiscal duty and customs duty on edible fats and oils classified under CCCN 15.01, 15.02, 15.03, 15.06, 15.07, 15.12, and 15.13.

The fiscal duty is now 35 per cent and the customs duty is 5 per cent.

Inquiries: OTAR 01-248 5757 ext.469/401/468.

France

Trailer caravans. An order of the Ministry of Transport dated 8 May was published in the *Official Journal*, 8 June. This lays down standards of strength for the coupling devices of trailer caravans.

The new standard will apply from 1 October to vehicles submitted for type approval and to all vehicles put on the road from 1 October 1979.

Copies of the French text of this order can be obtained from OTAR 01-248 5757 ext. 423.

Mexico

Import licensing. An acuerdo of the Secretaria de Comercio published in the *Diario Oficial*, 23 May, states that import licences are now required for chemicals in the following tariff headings, until 31 December.

29.01.B.012 29.27.A.005 29.35.C.042 29.35.C.106 38.19.A.073

Inquiries: OTAR 01-248 5757 ext. 476/474.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Amendments to official prices. Acuerdos of the Secretaria de Comercio published in the *Diario Oficial*, 29 May and 2 June, amended the official prices of some goods in the following tariff headings:

29.14; 29.22; 32.09; 35.03; 70.14; 84.42; 85.19; 90.04

Further acuerdos published on 7 and 8 June, amended the official prices of some goods in the following tariff headings:

13.03; 16.04; 19.08; 25.16; 28.06; 28.12; 28.13; 28.15; 28.25; 28.38; 28.45; 29.02; 29.04; 29.14; 29.22; 29.24; 29.35; 30.04; 32.05; 38.03; 38.19; 39.02; 40.02; 40.11; 70.17; 70.18; 71.01; 71.02; 73.15; 74.16; 75.02; 76.06; 76.16; 84.06; 84.15; 84.20; 84.45; 85.15; 85.18; 90.01; 90.23; 92.12; 92.13; 96.03; 97.04

Inquiries: OTAR 01-248 5757 ext. 476/474.

Norway

Excise tax amendments. The Norwegian authorities have announced the following amendments to the excise tax levied on motor vehicles:

The rate of tax on new passenger cars (but not taxis) and vans with a total weight of up to and including 2200 kg and chassis fitted with engines for passenger cars (but not taxis) or vans with a total weight of up to 2200 kg falling under CCCN 87.02B or 87.04B has been increased to: 68 per cent on the first Kr 5000 of the duty paid value plus 113 per cent on any duty paid value above Kr 5000 and up to and including Kr 21000 plus 75 per cent of any duty paid value exceeding Kr 21000.

This rate is also applicable to new motor cycles with a stroke volume of more than 50 cc falling under CCCN 87.09.

An excise tax has been introduced on new and used tractors falling under CCCN 87.01 at the rate of 20 per cent of the duty paid value.

Tractors which are imported without equipment or parts, which tractors normally have when they are imported, will be taxed at the rate applicable to similar tractors when imported with such equipment or parts.

Subject to conditions laid down by the Ministry, walking tractors and caterpillar tractors may be exempt from this tax. The tax may also be reimbursed, on conditions set by the Ministry of Finance, for tractors meant for use only in pits or construction work, tilling of new soil, or by virtue as the first purchase for a farm, or for replacing tractors which are more than 12 years old, and in cases where the tractor is the only tractor in the farm.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Portugal

Import licensing. *Diario da Republica*, first series 129, 6 June, contained memorandum 131/78, which announced that applications for import licences made between 15 May 1978 and 30 June 1978, and which are not granted within a period of 60 days therefrom, will be considered null and void and the applicants will then be required to submit new applications.

The purpose of this ruling is to clear the backlog of work which has built up at the licensing department.

Inquiries: CRE 01-215 5341.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette*, 2 June.

R.1117: CCCN. 24.02: Sub-heading 24.02.70 is restated.
R.1118: CCCN. 28.16: The rate of duty on ammonia, anhydrous or in aqueous solution, is increased from 14c per kg less 100 per cent to 16c per kg less 100 per cent.
R.1119: CCCN. 28.30: The specific provision for potassium oxyiodide is deleted.
R.1120: CCCN. 39.01: Specific provision is made for polyethyleneimines and polyamideamines and the rate of duty on those in certain bulk forms is increased from free to 20 per cent.
R.1121: CCCN. 48.07, 97.06 and 98.03: 1 Specific provision is made for self copy paper, in rolls or sheets, and the rate of duty thereon is reduced from 10 per cent to free. 2 Specific provision, for statistical purposes, is made for squash racquets and frames, tennis racquets and frames, cricket bats, hockey sticks and golf clubs. 3 Specific provision, at the existing rate of duty, is made for fibre tipped pens and pencils.
R.1122: CCCN. 55.05: The rate of duty on cotton yarn, not put up for retail sale (excluding prepared sewing yarn), is amended from 25 per cent or 45c per kg to 25 per cent or 66c per kg.
R.1123: CCCN. 56.02: The rate of duty on continuous filament tow of polyester fibres for the manufacture of man-made fibres (discontinuous) is amended, with retrospective effect to 13 January 1978, from 20 per cent or 125c per kg to 20 per cent or 125c per kg less 80 per cent.
R.1124: CCCN. 87.02, 87.04 and 87.06: The effect of this amendment is that the rate of duty on certain rack and pinion steering assemblies and parts thereof including those imported as original equipment with unassembled motor vehicles and chassis falling within subheadings 87.02.15, 87.02.22, 87.02.24, 87.02.60 and 87.04.25, is increased from 5000c per 100 kg to 25 per cent or 100c per kg.

Sales duty

R.1125: Item 150.00: CCCN. 98.03: It is made clear that fibre-tipped pens and pencils are liable to sales duty.

Surcharge

R.1126: Item 167.00: CCCN. 39.00: Addition to the list of exclusions. CCCN. 39.01.77.10.
R.1127: Item 170.00 and 180.00: CCCN. 48.00 and 97.00: Tariff heading 48.07.07.10 substituted for CCCN. 48.07.05. Addition to the list of exclusions CCCN. 97.06.30.

Industrial rebates

R.1128: Item 306.01 and 307.01: CCCN. 29.08 and 29.22: The effect of these amendments is that a item 306.01 is restated, and b provision is made for a rebate of the full duty on dichloroethyl ether and tertiary amines and mixtures thereof, for the manufacture of condensation, polycondensation and polyaddition products.
R.1129: Item 316.01 and 320.10: CCCN. 84.06, 84.63, 39.02 and 52.01: Provision is made for a rebate of the full duty on – a Compression ignition engines and reduction gears of gearboxes for the manufacture of concrete mixers of a kind for mounting on motor vehicle chassis, b reversing gear-box assembles for the manufacture of concrete mixers, and c metallised plates, sheets, strip, film and foil, of vinyl chloride polymers of copolymers and on metallised yarn, for the manufacture of Christmas tree decorations and similar articles for Christmas festivities.

General rebates

R.1130: Item 460.06: CCCN. 28.17: The provision for a rebate of duty on liquid sodium hydroxide (caustic soda) is withdrawn.
R.1131: Item 405.06: CCCN. 90.16: The provision for a rebate of duty on a compasses, dividers, protractors and set and tee-square of the school type, b geometry sets of a value for duty purposes not exceeding 100c, c mathematical measuring and mathematical drawing sets of a value for duty purposes not exceeding 100c, and d school rulers of a length not exceeding 35 cm, is withdrawn.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs tariff application list 18/78 published in the South African *Government Gazette*, 23 June, contains an application to the Board of Trade and Industries for increase in duty on:

1 Bolduc, classifiable under tariff subheading 58.05.20
2 Monofil and yarn of polyamide fibres, classifiable under tariff subheadings 51.01.60 and 51.01.70
3 Centre lathes (or general purpose lathes), with a centre height above the bed of not less than 110 mm but not exceeding 280 mm, not numerically controlled, classifiable under tariff subheading 84.45.10.30

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 9 June 1978.

R.1186: CCCN. 29.14, 29.34 and 38.19: The rates of duty on (a) Aluminium stearate, zinc stearate, cadmium caprylate, barium caprylate, dibutyltin thioglycolate, dioctyltin thioglycolate and dimethyltin thioglycolate, and (b) certain stabilisers for vinyl chloride polymers are increased.
R.1187:CCCN. 62.02: The rates of duty on table and kitchen linen are amended.

Inquiries: OTAR 01-248 5757 ext. 471/472/473.

Spain

Home compensation tax. The Spanish *State Gazette*, 10 May, published royal decree 975/1978 of the Ministerio De Hacienda, reducing to 1.5 per cent the home compensation tax to be paid on the importation of newsprint under the present quotas for the importation of newsprint free of import duties (CCCN. 48.01, A1 and A2).

This reduction covers the period from 10 May to 31 December.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Packaging of dry vegetables. The Spanish *State Gazette*, 2 May, published an order of the Prime Minister's office establishing the quality standards for the packaging of dry vegetables.

A copy of this order of 30 May in Spanish is available from OTAR 01-248 5757 ext. 461/458/459/460.

Cheese. The Spanish *State Gazette*, 18 May, published royal decree 1022, 2 May, of the Ministry of Commerce, altering the cif values applicable to the import duties for various cheeses under tariff no. 04.04.

Details of these changes on an amended tariff sheet are available in English from OTAR 01-248 5757 ext. 461/458/459/460.

Thailand

Mineral water. The Thai Ministry of Public Health has issued notice 43 (1977), which came into effect on 17 April and gives the quality, standards and labelling regulations for mineral water.

United Kingdom exporters can obtain copies of these regulations from OTAR 01-248 5757 ext. 401/468/469.

United States

Identification taggants for explosives. A bill HR 12516 has been introduced to the House of Representatives to amend chapter 40 of title 18, United States code, to require the addition of taggants to explosive materials for the purpose of identification and detection of such materials, which has been referred to the Committee on the Judiciary.

Inquiries: CRE 01-215 5397.

Imports of speciality steels under quota. Imports in pounds weight from the EEC for the remaining product with the quota still open as at 9 June were as follows:

Plates of stainless steel (item 923.21) 7 419 421.

Inquiries: CRE 01-215 5397.

Food labelling. The Federal Register dated 9 June 1978, published a notice by the Food and Drugs Administration announcing details of public hearings relating to food labelling.

Inquiries: CRE 01-215 5397.

Yemen Arab Republic

Import of soft drinks. The Ministry of Supply and Trade has drawn up regulations relating to the import and content of soft drinks, and had introduced a temporary ban on the import of soft drinks.

Although the ministry has compiled the new regulations, for administrative reasons they are unable to release details.

However, the minister insists that manufacturers supply the specifications of their products for examination and an import licence will be issued if the manufacturer's specifications comply with the ministry's standards.

Inquiries: OTAR 01-248 5757 ext. 420/475.

Regional Statistics No. 13 1977

Regional Statistics No. 13 1977 is an essential reference book for professionals with an interest in regional industry, economics, markets or social characteristics. Compiled by the Central Statistical Office, it provides in one volume a detailed quantitative picture of regional variations within the United Kingdom across a broad range of topics; the subject headings are: Regional profiles (which are a selection of key statistics for each separate region and for counties within it), Social characteristics, Social services, Health, Housing, Education, Employment, Energy, Production, distribution and investment, Agriculture, Transport, Personal incomes, Household expenditure and Regional economic accounts.

Notes are given in an appendix explaining the sources and definitions of the figures presented, and providing references to further material on each subject covered.

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Statistics

The economy: selected indicators

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	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1977	1970	£ million	£ million			18,845 p	£ million 10,762	1,938	1,946	£ million		
1971	101.7	32 677	9 625	1 988	1 922	112	−148	52	18	1 074	279	795
1972	104.0	34 519	9 636	1 721	2 035	35	−145	48	15	126	−701	827
1973	110.8	36 132	10 233	1 730	2 377	1 365	597	102	379	−883	−2 354	1 471
1974	109.1	35 682	10 001	1 964	2 300	561	634	81	−109	−3 515	−5 195	1 680
1975	107.3	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 617	−3 205	1 588
1976	109.8	35 406	9 444	1 633	1 900	97	5	23	9	−859	−3 510	2 651
1977	110.9	35 116	9 087	1 764	2 081	444	234	108	17	165	−1 612	1 777
1976 2nd qtr.	109.3	8 793	2 346	400	468	−12	−66	−20	−45	−281	−909	628
3rd qtr.	109.6	8 879	2 377	414	488	5	−2	14	16	−304	−1 097	793
4th qtr.	111.3	8 928	2 343	422	496	105	73	3	5	−279	−961	682
1977 1st qtr.	110.2	8 758	2 259	419	502	234	125	51	102	−493	−947	454
2nd qtr.	110.8	8 639	2 292	433	508	229	164	39	−5	−365	−764	399
3rd qtr.	111.1	8 829	2 265	456	530	−30	−31	5	−44	537	54	483
4th qtr.	111.4	8 890	2 271	457	541	11	−25	13	−36	486	45	441
1978 1st qtr.	112.0	9 084 p	2 230	443 p	544 p	184	67 p	46 p	61 p	−305	−574	269
% change last 2 qtrs. on prev. 2 qtrs.	+0.7	+2.9	−1.2	+1.2	+4.5							
on a year earlier	+0.9	+1.6	−2.2	+7.0	+8.7							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)				Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults		Export	Import
				monthly averages		% increase on a year earlier				mid-month count	% of total employees	mid-month count		On a balance of payment basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)					at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands		1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9		84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3		84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0		96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7[1]	2.6[1]	302.7[1]		103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0[1]		100.0	100.0
1976	101.3	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8[1]	5.4[1]	120.4[1]		109.9	105.5
1977	102.5	103.8	103.6	107.1	182.0	15.8	340.1	261.7	288.5	1 378.1	5.8	155.6[1]		118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.0	1 329.5	5.6	..		115.7	109.1
2nd qtr.	101.9	102.9	102.5	103	181.9	17.4	347.7	259.2	285.3	1 340.6	5.6	157.7		118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.3	1 414.6	5.9	151.9		124.1	106.4
4th qtr.	102.2	103.2	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1		117.9	102.6
1978 1st qtr.	103.2	104.1	106.3	129	190.6	9.5	326.7	279.0	310.8	1 409.4	5.9	187.7		120.3	114.3
2nd qtr.										1 372.7 p	5.7 p	210.3 p			
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.3	1 398.5	5.9	155.2		123.1	110.4
Aug.	102.7	103.3	104.7	116	184.7	16.5	338.8	268.1	287.7	1 410.3	5.9	153.4		123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	291.0	1 434.9	6.0	147.2		125.9	107.5
Oct.	102.0	103.0	102.7	116	186.5	14.1	333.8	271.0	295.8	1 431.5	6.0	156.0		119.4	101.3
Nov.	101.9	102.6	103.1	108	187.4	13.0	329.9	272.0	300.5	1 429.6	6.0	159.4		115.3	98.4
Dec.	102.8	104.0	106.9	104	188.4	12.1	328.0	273.3	304.8	1 422.3	6.0	165.0		118.9	108.1
1978 Jan.	102.9	103.7	104.9	125	189.5	9.9	324.9	277.1	306.3	1 419.2	5.9	180.3		112.2	114.6
Feb.	103.5	104.0	106.8	120	190.6	9.5	324.2	279.2	311.2	1 409.0	5.9	187.0		127.4	111.3
Mar.	103.2	104.5	107.0	142	191.8	9.1	331.0	280.6	314.8	1 400.0	5.9	195.8		121.4	116.9
Apr.	104.8 p	105.5 p	106.7	132	194.6	7.9	337.5 p	282.8 p	326.1 p	1 387.1	5.8	203.7		126.1	103.0
May			109 p	124	195.7	7.7	341.8 p	284.4 p		1 366.4	5.7	209.9		120.1 p	112.5
June										1 364.6 p	5.7 p	217.4 p			
% change latest 3 months on prev. 3 months	+1.3	+1.2	+1.2	+14.0	+2.4		+3.4	+2.2	+4.4	−2.6		+12.1		+2½	−½
on a year earlier	+1.0	−0.1	+5.1	+25.2	+8.2		−3.3	+10.7	+12.6	+2.4		+33.4		+5½	+3½

p Provisional pe Preliminary e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Consumer credit grantors advance £1,835m in 1976

Results of the large-scale inquiry to consumer credit grantors for 1976 show that £1,835 million of new credit was advanced by consumer credit grantors during the year. At the end of 1976, debt outstanding to the grantors amounted to some £3,100 million. Assets of companies (as opposed to unincorporated businesses) responding to the inquiry totalled almost £3,000 million at the end of 1976 and their net capital expenditure on real assets for their own use or for leasing, hiring or renting out amounted to £85 million during the year. This article gives brief details of the results of the inquiry. Full results will be given in a Business Monitor to be published by HMSO in September.

The inquiry

The inquiry, which was made under section 1 of the Statistics of Trade Act 1947, was conducted by the Business Statistics Office on behalf of the Departments of Industry, Trade and Prices and Consumer Protection. All businesses in Great Britain (other than banks[1], building societies, retailers and insurance companies) thought to be connected with the granting of credit to individuals or unincorporated businesses in 1976 were approached by the BSO. Those businesses approached which granted such credit during 1976 were asked to complete returns.

The last large-scale inquiries conducted in this area were the 1965 inquiry to finance houses and the 1971 census of distribution which covered, inter alia, check traders. These inquiries were used to provide base figures for the monthly inquiries into new instalment credit business (the most recent figures for finance houses were published in *Trade and Industry* on 9 June and those for check traders on 7 April 1978). The 1965 inquiry to finance houses also provided base figures for the quarterly inquiry into selected assets and liabilities of finance houses, published regularly in Business Monitor SD7.

Since these earlier inquiries were conducted there have been substantial changes in the provision of credit. A much wider range of institutions now grant credit to individuals and unincorporated businesses, and there are many more types of credit agreement than the traditional hire purchase or credit sales agreements which were covered by the earlier inquiries. Existing statistics only partially reflect these changes. New and more comprehensive statistics of consumer credit were therefore needed to provide a more up-to-date set of figures and to assist the Office of Fair Trading in its duties of administration of the Consumer Credit Act 1974. Fuller information on the transactions and balance sheet position of consumer credit grantors was also needed for the national financial accounts. The 1976 inquiry to consumer credit grantors was therefore designed to meet these needs. Its results will provide base figures for redesigned monthly and quarterly inquiries to consumer credit grantors. The Finance Houses Association, the Consumer Credit Trade Association (formerly the Hire Purchase Trade Association) and other trade associations concerned with credit trading were consulted about the inquiry and gave helpful advice, in particular about the nature and form of the questions to be asked.

Response

Some 8000 forms were despatched by BSO. Eighty per cent of these were completed and returned. Among the completed forms received by BSO, 2178 related to businesses which were involved in the granting of consumer credit in 1976. Many of the businesses approached in the inquiry proved to be out of scope because, although they were involved in the granting of credit, they acted as agents for other businesses. This accounts for the relatively small number of 'in scope' returns received.

Small businesses

Consumer credit grantors who advanced less than £50 000 of new credit during 1976 were not required to complete the detailed questions on the inquiry form, but were asked to record only the total new credit advanced by them during the year. There were 1586 such businesses.

Table 1 Consumer Credit Grantors who advanced less than £50,000 during 1976

Type of Consumer Credit Grantor	No.	Total amount advanced £ million
Companies advancing credit to		
Companies and individuals	399	7.9
Individuals only	621	12.1
Total	1 020	20.0
Unincorporated businesses advancing credit to		
Companies and individuals	31	0.5
Individuals only	535	8.5
Total	566	9.0
Grand total	1 586	29.0

Table 1 shows that the total amount of new credit advanced by these businesses in 1976 amounted to £29 million. The majority (1156) of them advanced credit to individuals (including unincorporated businesses) only. About two-thirds (1020) of small credit grantors were companies, the remainder being unincorporated businesses. Similarly about two-thirds (£20 million) of the credit advanced was granted by those which were companies as opposed to unincorporated businesses.

Credit business

The detailed results given in this section of the article relate to the 592 consumer credit grantors, whether companies or unincorporated businesses, who advanced over £50,000 of new credit during 1976. The total amount advanced by these businesses was £1,806 million.

Table 2 classifies these respondents (those who lent over £50,000 during 1976) by levels of amounts of debt outstanding at the end of that year. Over 80 per cent of new credit was advanced during 1976 by the 40 (7 per cent) largest businesses. Over 99 per cent of all advances were made by companies. Businesses which advanced credit to individuals only accounted for 16 per cent of new credit advanced during the year.

Respondents were asked to identify, where possible, the purpose for which new credit was advanced and to sub-divide their total advances according to type of credit agreement. Questions were asked which sought to classify advances of fixed-sum credit (ie credit where the total to be advanced is known at the outset of the arrangement) according to the nature of the agreement. This involved identifying advances of fixed-sum instalment credit (which the debtor has agreed to repay, or has an option to repay, the creditor in three[2] or more instalments) separately from those of non-instalment credit (repayable in not more than two[2] instalments). A split between fixed-sum credit with fixed and variable rates of charge was also requested. (Some fixed-sum credit agreements are made in which the rates of charge for credit may vary during the agreement. These rates of charge are often linked to the Finance Houses Association base rate). Respondents were also asked for data on repayments and amounts of debt outstanding on fixed-sum credit agreements. Additionally, for the first time in an inquiry of this type, questions on rental receipts from individuals in respect of hiring or leasing of goods and equipment were asked. Data on amounts outstanding on running-account credit agreements (ie advances on a revolving basis including overdrafts and credit cards) were also requested.

Table 2 Numbers of consumer credit grantors and total amounts advanced (net of charges) in 1976 classified by amounts outstanding at the end of 1976

	Grantors of credit					
	Companies and individuals		Individuals only		Total	
At end of 1976 (£ thousand)	Number of grantors	Amount advanced (£ million)	Number of grantors	Amount advanced (£ million)	Number of grantors	Amount advanced (£ million)
Under 100	42	3.3	198	21.2	240	24.5
100-249	71	9.4	59	14.0	130	23.3
250-999	61	23.5	34	16.6	95	40.1
1 000-4 999	42	58.1	18	44.8	60	102.9
5 000-9 999	20	90.7	7	32.1	27	122.8
10 000-99 999	25	494.0	8	153.8	33	647.9
100 000 +	7	844.7	—	—	7	844.7
Total	268	1 523.7	324	282.6	592	1 806.3
of which granted by						
companies	258	1 520.5	277	277.4	535	1 797.9
unincorporated businesses	10	3.2	47	5.2	57	8.4

Figures in this table have been rounded and totals do not always exactly equal the sums of their components.

Table 3 **New credit advanced, charges made for credit and repayments received during 1976, and amounts outstanding at the end of 1976**

£ million

Type of credit	Amount advanced in 1976 excluding charges	Charges [1]	Amount received from repayments in 1976	Amount outstanding at the end of 1976
Fixed-sum instalment credit at fixed rates of charge				
a linked to the purchase of motor vehicles	828.1	233.1		
b other goods and services	379.7	108.7		2 057.6
c not linked to the purchase of particular goods or services	201.5	63.6		
d in the form of checks, vouchers and other credit tokens	121.2	23.5	1 958.2	
Total	1 530.4	428.9		
Fixed-sum instalment credit at variable rates of charge	203.0	65.8		374.3
Non instalment fixed sum credit	72.9	18.0	64.8	140.1
Total	275.8			
Running account credit agreements				550.0
Grand total	1 806.3		2 023.0	3 122.0

[1] Charges made on fixed-sum agreements at fixed rates of charge relate only to agreements opened during 1976 and include charges which will be received in subsequent years in relation to those agreements. Charges made on fixed-sum agreements at variable rates of charge and on non-instalment agreements include all charges made in 1976 including those on agreements opened in earlier years. The period of time to which the charges relate also varies between credit-agreements according to the nature of the agreement and the purpose for which the credit is advanced.

Figures in this table have been rounded and totals do not always exactly equal the sums of their components.

Table 4 **Assets and liabilities of consumer credit granting companies whose main business is lending or a combination of lending and leasing to customers**

£ million

	Amounts at end 1976[1]
Assets	
Real assets in the UK for own use	39.9
Real assets in the UK for leasing, hiring or renting to customers	215.8
Cash in hand and deposits with UK banking sector	136.6
Other current assets in the UK	73.2
Amounts outstanding on loans and advances to UK residents	
a on direct agreements	1 769.1
b on agreements block discounted by UK financial institutions and retailers	21.7
c on other loans and advances[2]	436.5
Company securities[3]	65.8
UK government and local authority securities and bonds	63.7
Other assets in the UK and overseas	68.2
Total assets	2 890.6
Liabilities	
Deposits by	
a UK banking sector	312.8
b other UK financial institutions	68.3
c UK industrial and commercial companies	250.3
d other UK residents	131.9
e overseas residents	51.9
Instalment credit agreements discounted With UK banking sector and other financial institutions	13.0
Commercial bills	166.5
Other borrowing from UK banking sector	435.5
Other short-term borrowing	176.9
Other medium- and long-term borrowing[4]	279.9
Unearned credit charges	265.8
Other current liabilities in the UK	170.3
Issued capital	188.8
Reserves and provisions	333.2
Other liabilities overseas	45.5
Total liabilities	2 890.6

[1] Companies were asked, where possible, to report amounts at end 1976. However, a number found it convenient to report in relation to another date between 6 April 1976 and 5 April 1977. No adjustment has been made for these different reporting dates. [2] Including loans and advances to subsidiaries and associates. [3] Including investment in UK subsidiaries and associates. [4] Including inter-company borrowing.

Figures given in this table have been rounded and totals do not always exactly equal the sums of their components.

The main results are given in table 3. The total of £1,806 million of new credit advanced was made up of £1,530 million of fixed-sum instalment credit at fixed rates of charge plus £203 million at variable rates of charge. The remaining £73 million was advanced in the form of non-instalment agreements. Almost half of the new credit advanced was linked to the purchase of motor vehicles (new and used cars, commercial vehicles and motor cycles). The total also includes £121 million of advances in the form of checks, vouchers and other credit tokens – a type of credit which was excluded from the 1965 inquiry to finance houses.

Charges related to fixed-sum instalment credit advanced during 1976 at fixed rates of charge totalled £429 million. Care is necessary in taking this figure as a guide to true rates of charge for credit since it is a total figure covering agreements made for varying lengths of time. For example, advances for the purchase of motor vehicles are typically for two years and those for home improvements may be for up to seven years. Advances in the form of checks and vouchers are generally for less than six months.

Total charges made during 1976 on fixed-sum instalment credit at variable rates of charge amounted to £66 million. These charges are not, however, directly related to the new advances shown in the preceding column of table 3, since they relate to all outstandings on such agreements, including those opened in earlier years. The remaining charges made during 1976, amounting to £18 million, related to non-instalment fixed-sum credit agreements.

Rental receipts, not shown in table 3, were small (£95 million) during 1976. Repayments received on fixed-sum credit agreements totalled £2,023 million during the year; 97 per cent (£1,958 million) of these repayments related to fixed-sum instalment credit agreements.

The total amount of debt outstanding on fixed-sum credit agreements at the end of 1976 was £2,572 million. The corresponding figure in relation to running-account credit agreements was £550 million giving total outstandings of £3,122 million at 31 December 1976.

The results of this section of the inquiry will be used to provide new base figures for the regular monthly sample inquiry to consumer credit grantors (including finance houses). These monthly figures are published by press notice, in *Trade and Industry* and, in greater detail, in Business Monitor SD6. The first rebased figures will relate to business conducted during January 1979 and will be published by press notice on 5 March and in *Trade and Industry* on 9 March 1979. As part of this rebasing exercise an updated panel of respondents is being recruited to take account of changes since 1965 in the range of businesses granting consumer credit. Some additional details of this rebasing, and of the changes being made to the questions asked in the monthly sample inquiry, have been given in recent articles in 'Credit' quarterly review [3] and in 'Hire Trading' [4].

Assets and liabilities

Consumer credit grantors who lent over £50,000 in 1976 and who were companies were asked in the inquiry for details of their assets and liabilities at the end of that year. Finance houses which were recognised as banks between 1972 and 1975 and respondents which were unincorporated businesses in 1976 were not required to complete these questions; 529 companies responded. A further two consumer credit grantors were 'in scope' for this part of the inquiry but had been sent forms appropriate to unincorporated businesses and therefore were not asked to provide information on their assets and liabilities.

Among the 529 companies which completed this section of the inquiry 33 had their main business in areas other than lending or a combination of lending and leasing to customers in 1976. These 33 companies were asked for only very brief details of their assets and their responses to this part of the inquiry showed that they had total assets of £101 million at the end of 1976.

The remaining 496 companies (ie those whose main business was either lending or a combination of lending and leasing to customers) were asked to provide full balance sheet returns of their assets and liabilities. Over 70 per cent (362) of these companies had total assets of less than £1 million at the end of 1976. At the other end of the scale 3 per cent (16) had assets of £50 million or more.

Table 4 sets out a detailed analysis of the balance sheets of these 496 companies. This shows that the main assets of these consumer credit grantors were, as would be expected, the amounts outstanding to them on loans and advances. These amounts totalled £2,227 million (of which £1,769 million related to direct agreements with UK residents). This represented about three-quarters of their total assets of £2,891 million. The main components of their total liabilities were deposits, which totalled £815 million, and other borrowing (including block discounted agreements, commercial bills and bank and non-bank borrowing) totalling £1,072 million. About 40 per cent of deposits and other borrowing involved the UK banking sector.

These balance sheet data will be used to rebase the quarterly figures of financial transactions by finance houses and other consumer credit grantors published in Business Monitor SD7. A corresponding series of annual balance sheet figures will also be published using the 1976 inquiry results as a base. These developments will take place early in 1979 [5].

Capital expenditure

The final section of the 1976 inquiry sought information from companies about their capi-

tal expenditure on real assets during the year. The 33 consumer credit granting companies in the inquiry whose main business was not lending or a combination of lending and leasing to customers recorded net capital expenditure (expenditure net of proceeds on sale of real assets) totalling £1 million in 1976. About 40 per cent of this expenditure related to assets for their own use, the remainder being on assets for leasing, hiring or renting out.

The net capital expenditure on real assets by the 496 consumer credit granting companies whose main business during 1976 was lending or a combination of lending and leasing to customers is set out at table 5, alongside the corresponding data for holdings of real assets (taken from the balance sheet returns summarised in table 4). Table 5 shows that these companies recorded total net capital expenditure of £84 million during 1976, of which £78 million related to assets for leasing, hiring or renting out. Some 70 per cent (£60 million) of total net capital expenditure in 1976 related to plant, machinery and other capital goods and equipment for leasing, hiring or renting out. The other significant component of the total was the £18 million (21 per cent) spent on vehicles for leasing, hiring and renting out. The corresponding holdings at the end of 1976 were £163 million worth of plant etc and £50 million worth of vehicles.

The information from this section of the inquiry will be used to help fill any remaining gaps in the quarterly series of statistics for capital expenditure by the distributive and service industries published regularly in *Trade and Industry*.

Further information

Detailed results of the inquiry to consumer credit grantors for 1976 will be published in the Business Monitor series in September. Further information about the inquiry and about the resultant rebasing exercises is available on request from Departments of Trade, Industry and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DB, tel. 01-215 3162.

[1] Finance houses recognised as banks between 1972 and 1975 were included in the inquiry.

[2] Since the inquiry was conducted, the Consumer Credit (Exempt Agreements) Order 1977 has been made and this defines instalment credit as that which the debtor may repay in five or more instalments.

[3] 'Credit' quarterly review, vol. 19, no. 1, March 1978 'Changes in official series on consumer credit' by M. J. Erritt.

[4] 'Hire Trading' vol. 32, no. 1, summer 1978 'Official Statistics on Instalment Credit: The Future'.

[5] 'Credit' quarterly review, vol. 19, no. 1, March 1978 and 'Hire Trading' vol. 32, no. 1, summer 1978.

Investment by insurance companies and private sector pension funds: first quarter

Information on investment by insurance companies and private sector pension funds during the first quarter of 1978 is summarised in this article, which is the first in a quarterly series. Statistics of this investment have been collected by Economics and Statistics Division 6a of the Departments of Industry, Trade and Prices and Consumer Protection for a number of years. Detailed figures are published regularly in Business Monitor M5 – Insurance companies and pension funds' investment – and the issue relating to investment in the first quarter of 1978 will be published at the end of July. In addition to the detailed figures underlying the summary totals in this article, the Business Monitor contains comprehensive figures for local authority and other public sector pension funds. Annual articles on assets held by insurance companies and private sector pension funds have been published in *Trade and Industry* since 1963. The most recent of this series was published on 11 November 1977. These articles will continue to appear once a year.

Insurance companies: long-term funds

Total net investment by insurance companies' long-term funds amounted to £875 million in the first quarter of 1978. This total represented an increase over preceding quarters. Within the total, about two-thirds of net investment was accounted for by public sector securities. Net investment in these securities during the quarter was £589 million compared to £525 million in the fourth quarter of 1977. As would be expected, most of this investment activity related to long-dated British government securities. Purchases of undated securities and those with maturities of over 15 years amounted to £1,877 million in the first quarter of 1978. The corresponding sales total was £1,237 million, giving net investment of £640 million during the quarter. There was net disinvestment of £68 million in British government securities with maturity periods of less than five years.

Net investment in company securities in the first quarter of 1978 amounted to £198 million, slightly less than in the fourth quarter of 1977 but more than in the previous quarters. Ordinary shares and authorised unit trust units together accounted for net investment of £216 million during the quarter. There was net disinvestment of £18 million in debentures and virtually no activity on preference shares.

The major component of activity in other investment areas was the purchase of £180 million worth of land and property with a corresponding sales figure of £63 million. There was a small reduction, of £15 million, in the total of cash and other short-term assets held at the end of the first quarter compared with those held at the end of 1977.

Insurance companies: general funds

The general funds of insurance companies recorded total net investment of £157 million in the first quarter of 1978. This amount was similar to that for the fourth quarter of 1977 but lower than in the previous two quarters. Most of the net investment during the first quarter of 1978 arose from an increase of £126 million in cash and other short-term assets during the quarter. Within this sub-total there was net acquisition of £53 million of United Kingdom local authority bills and temporary money.

The main other area of investment activity by general insurance funds related to short-dated (less than five years to maturity) British government securities. Purchases and sales of such securities amounted to £387 million and £393 million respectively during the quarter.

This concentration of activity on short-term investments reflects the short-term nature of the general funds' business. By contrast the long-term insurance funds invest heavily in longer-dated securities in order to meet long-term commitments to their policyholders.

Private sector pension funds

Activity by private sector pension funds led to total net investment of £394 million during the first quarter of 1978. This figure was higher than in the fourth quarter of 1977 but about the same as in the third quarter of that year. The two main contributions to the first quarter total were net investment of £128 million in public sector securities and an increase of £122 million in cash and other short-term asset holdings.

The pattern of investment in public sector securities was similar to that already noted for long-term insurance funds. There was net disinvestment of £36 million in British government securities with less than five years to maturity and net investment of £161 million in long-dated (over 15 years and undated) British government securities.

Private sector pension funds invested a net amount of £84 million in company securities during the quarter, marginally less than during the fourth quarter of 1977. The levels of purchases and sales underlying this net investment were, however, lower in the first quarter of 1978 than in the previous quarter. Purchases of ordinary shares and authorised unit trust units amounted to £318 million and sales to £215 million during the quarter. These figures compare to purchases and sales of all company securities totalling £333 million and £248 million respectively during the first quarter of 1978. Again, as with the long-term insurance funds, there was disinvestment (of £17

Table 5 **Holdings of real assets at end of 1975 and net capital expenditure on real assets during 1976 by consumer credit granting companies whose main business is lending or a combination of lending and leasing to customers**

£ million

	For own use		For leasing, hiring or renting out		Total	
Asset	Holdings	Net capital expenditure	Holdings	Net capital expenditure	Holdings	Net capital expenditure
Land and buildings	26.9	1.1	3.1	—	29.9	1.2
Vehicles	6.0	2.2	50.0	17.8	56.1	20.1
Plant, machinery and all other capital goods and equipment	7.0	2.8	162.7	60.1	169.7	62.9
Total	39.9	6.2	215.8	78.0	255.7	84.1

Figures in this table have been rounded and totals do not always exactly equal the sums of their components.

million) in debentures and little activity on preference shares during the quarter.

Within the total figure of net investment in other assets (£60 million) there were net purchases totalling £38 million in land and property. The 'other assets' figure of £59 million also includes net investment of £16 million in property unit trust units.

The increase of £122 million in cash and other short-term assets during the quarter already noted included increases of £32 million in holdings of UK local authority bills and temporary money and £83 million in cash in hand (including balances with UK banks).

Public sector pension funds

Statistics of investment activity by local authority and other public sector pension funds are collected and compiled by the Central Statistical Office. In order to obtain a full picture of the pension fund sector these should be added to those given above for private sector funds. Figures for private sector, local authority and other public sector pension funds are given separately, and in total, in Business Monitor M5. Provisional figures for local authority pension funds' investment in the first quarter of 1978 were given in table 8.15 of the May 1978 issue of 'Financial Statistics' (published by HMSO). First quarter figures relating to the other public sector funds will appear in the July issue of 'Financial Statistics'. The first quarter 1978 edition of Business Monitor M5, relating to all three types of pension fund, and to insurance companies, will be published at the end of July.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Inquiries: Departments of Industry, Trade and Prices and Consumer Protection, Economics and Statistics Division 6a, Room 349, Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DP, tel. 01-215 3162.

Table 1 Investments of insurance companies: long-term funds

£ million

	Public sector securities[1]			Company securities[2]			Other investments[3]			Cash and short-term assets		Total net investment
	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Closing Balance	Net investment	
1974	3 689	3 537	152	996	904	92	998	366	632	1 201	522	1 397
1975	4 880	3 677	1 203	1 337	1 004	333	966	518	448	950	−250	1 733
1976	6 200	4 649	1 551	1 230	1 030	200	1 005	651	354	930	−21	2 084
1977	8 793	6 852	1 941	1 595	1 157	438	923	587	336	958	28	2 743
1977												
1st qtr	2 519	1 994	524	319	300	19	210	133	76	928	−2	618
2nd	1 579	1 170	408	367	259	108	200	136	65	938	10	592
3rd	2 298	1 815	483	396	296	101	271	157	113	1 038	100	797
4th	2 398	1 872	525	511	302	209	243	161	82	958	−80	737
1978												
1st qtr	2 500	1 911	589	405	208	198	270	166	104	943	−15	875

[1] British government and local authority securities. [2] Including authorised unit trust units. [3] Mortgages and loans, property, overseas government securities and other financial assets. Figures given in this table have been rounded and totals do not always exactly equal the sums of their components.

Table 2 Investments of insurance companies: general funds

£ million

	Public sector securities [1]			Company securities [2]			Other investments [3]			Cash and short-term assets		Total net investment
	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Closing balance	Net investment	
1974	432	415	16	245	239	7	122	128	−6	818	347	364
1975	1 414	966	448	426	255	171	154	83	71	817	−1	689
1976	1 670	1 356	314	507	391	116	179	79	100	993	175	705
1977	3 123	2 682	441	586	384	202	223	97	126	856	−136	633
1977												
1st qtr	904	787	117	115	90	25	47	23	24	903	−90	76
2nd	457	401	56	165	74	92	65	24	41	924	21	210
3rd	796	689	107	136	98	38	59	23	36	939	15	195
4th	966	805	161	171	123	48	53	27	25	856	−82	153
1978												
1st qtr	609	631	−22	121	120	1	78	26	52	982	126	157

[1] British government and local authority securities. [2] Including authorised unit trust units. [3] Mortgages and loans, property, overseas government securities and other financial assets. Figures given in this table have been rounded and totals do not always exactly equal the sums of their components.

Table 3 Investments of private sector pension funds

£ million

	Public sector securities [1]			Company securities [2]			Other investments [3]			Cash and short-term assets (net) [4]		Total net investment
	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Purchases	Sales	Net investment	Closing balance	Net investment	
1974	1 047	947	100	695	625	70	204	86	118	809	449	737
1975	2 714	2 265	449	1 601	950	657	287	67	220	481	−328	993
1976	3 175	2 565	610	1 451	1 055	396	318	89	229	476	−4	1 232
1977	4 290	3 702	588	1 639	1 139	500	410	61	349	483	17	1 454
1977												
1st qtr	1 365	1 091	274	382	292	91	68	10	58	473	−3	419
2nd	720	700	20	399	232	168	64	14	50	522	64	301
3rd	1 150	1 020	129	430	278	153	183	11	172	461	−57	396
4th	1 055	890	165	427	338	89	94	24	70	483	14	338
1978												
1st qtr	743	615	128	333	248	84	71	11	60	611	122	394

[1] British government and local authority securities. [2] Including authorised unit trust units. Convertible debentures are excluded in 1977 only. [3] Mortgages and loans, property, overseas government securities and other financial assets. [4] Due to differences of coverage between successive periods net investment does not always equal difference between closing balances. Figures given in this table have been rounded and totals do not always exactly equal the sums of their components.

Instrument engineering: output recovers slightly in 1977

The tables, which appear for the first time, are a new quarterly series which show the performance of the small but influential instrument engineering industry (order VIII of the standard industrial classification 1968).

Output

The instrument engineering industry in 1977 showed a modest recovery of 2 per cent from 1976, when output fell by more than 4 per cent. This improvement was concentrated in the scientific instrument sector.

The out-turn for the year was depressed by a poor fourth quarter when, again with the exception of the scientific instrument sector, output was lower than in the fourth quarter of 1976. First indications for 1978 suggest a recovery in the first quarter.

Trade

The overseas trade of the industry has always shown a useful surplus, and 1977 was no exception to this, but there are grounds for disquiet with respect to the future because the volume of imports is rising much faster than the volume of exports.

In large measure this is due to changes in technology, for example in photographic and document copying equipment and the more sophisticated instrumentation, in all of which our overseas competitors, particularly the United States and Japan, are taking the initiative.

In 1977 exports and imports were each between 7 and 8 per cent higher than in 1976 in volume terms, but during the period 1970-77 the volume of exports grew at an average annual rate of 10 per cent, whereas the corresponding figure for imports was 15 per cent.

International competition in instrument engineering is intense, particularly in the case of the more sophisticated products, and UK manufacturers are forced to concentrate upon exports in view of the relatively small size of the home market.

Employment

Between 1970 and 1977, employment in the instrument engineering industry fell by more than 7 per cent, most of the fall occurring in the scientific instrument sector, but this was appreciably less than the fall in employment which occurred in manufacturing industry as a whole.

Throughout 1976 and 1977, employment in the industry has been unusually stable; an upturn, discernible in the second half of 1977, has been reversed in the first quarter of 1978.

Notes

The index of production measures net output at constant 1970 prices of all establishments classified to a minimum list heading.

In table 2 are shown sales, at constant 1970 prices, of those products which are regarded as characteristic or principal products of a minimum list heading. Sales of the products, by establishments not classified to the minimum list heading, are included.

The current prices figures in tables 3 and 4 are obtained from Overseas Trade Statistics by combining those trade headings which correspond as closely as possible with the principal products of each minimum list heading. The constant price data are obtained by deflating the current price data using appropriate indices. This procedure provides base weighted trade data at constant prices which are consistent with the data in table 2.

Inquiries: Mr J. E. M. Lilley, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel 01-212 6873.

Table 1 Instrument engineering: index of production

Index numbers 1970 = 100, seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1977	1976 Q4	1977 Q1	Q2	Q3	Q4	% change on last quarter: Previous quarter	Same quarter a year earlier
351	Photographic and copying equipment	99.6	94.6	79.9	106.2	101.5	96.1	94.4	94.9	105.7	93.3	97.1	98.2	91.0	−7	−14
352	Watches and clocks	99.9	101.7	115.9	132.1	141.8	144.7	129.3	126.3	134.6	119.8	116.5	138.6	130.3	−6	−3
353	Surgical instruments and appliances	100.0	111.6	123.6	133.4	145.1	136.7	122.4	119.1	123.8	121.8	117.5	118.5	118.8	—	−4
354	Scientific and industrial instruments	100.0	102.9	99.2	103.8	112.2	115.5	112.7	116.7	117.2	114.3	118.2	115.3	119.1	+3	+2
Order VIII	Instrument engineering	99.9	103.3	101.9	110.1	117.8	118.5	113.3	115.5	118.1	113.7	115.9	115.6	117.0	+1	−1
	Total manufacturing industry	100.0	99.5	102.0	110.5	108.9	102.4	103.1	103.6	104.6	105.2	103.0	103.7	102.6	−1	−2

Table 2 Sales of principal products

£ million, 1970 prices, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1977	1976 Q4	1977 Q1	Q2	Q3	Q4
351	Photographic and copying equipment	78	76	77	102	98	95	97	97	27	25	25	22	25
352	Watches and clocks	25	23	26	31	35	37	34	36	9	8	9	9	10
353	Surgical instruments and appliances	63	71	72	82	85	92	86	85	22	23	21	20	20
354	Scientific and industrial instruments	324	328	336	359	395	403	399	437	108	111	109	103	113
Order VIII	Instrument engineering	490	498	510	573	614	627	616	655	166	167	164	155	169

Table 3 Imports of principal products

£ million cif, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1977	1976 Q4	1977 Q1	Q2	Q3	Q4
Current prices														
351	Photographic and copying equipment	27.5	35.8	48.3	75.4	104.6	126.4	146.1	189.4	46.0	47.3	45.9	46.3	49.9
352	Watches and clocks	20.8	24.2	30.7	45.9	55.7	71.0	92.2	118.9	34.4	23.8	28.7	30.1	36.3
353	Surgical instruments and appliances	13.7	17.5	20.4	30.5	42.4	54.2	72.6	87.5	20.4	23.7	21.6	20.1	20.1
354	Scientific and industrial instruments	71.1	88.9	97.2	133.3	175.1	223.1	280.7	330.0	79.0	82.8	78.9	84.0	84.4
Order VIII	Instrument engineering	133.1	166.5	196.6	285.0	377.7	474.7	591.6	725.8	179.9	177.5	175.1	180.5	192.7
1970 prices														
351	Photographic and copying equipment	27	34	47	74	87	93	98	113	29	30	28	27	28
352	Watches and clocks	21	23	27	39	39	40	43	49	16	10	12	12	14
353	Surgical instruments and appliances	14	16	18	25	30	31	35	36	9	10	9	8	9
354	Scientific and industrial instruments	71	83	85	112	137	144	150	154	40	41	37	38	38
Order VIII	Instrument engineering	133	156	177	250	294	308	326	351	95	91	87	86	88

Table 4 **Exports of principal products**

£ million fob, not seasonally adjusted

MLH		1970	1971	1972	1973	1974	1975	1976	1977	1976 Q4	1977 Q1	1977 Q2	1977 Q3	1977 Q4
Current prices														
351	Photographic and copying equipment	54.9	72.4	74.1	99.0	110.7	131.7	161.4	196.2	45.6	51.2	46.4	43.1	55.5
352	Watches and clocks	10.2	12.4	13.7	17.4	27.4	34.0	36.5	49.7	9.9	10.3	12.1	12.6	14.7
353	Surgical instruments and appliances	20.4	28.5	32.4	42.6	56.6	77.9	84.2	110.0	22.8	27.7	26.8	27.1	29.2
354	Scientific and industrial instruments	114.1	132.6	141.7	170.6	214.6	283.8	357.4	427.5	96.4	107.1	102.9	103.5	113.9
Order VIII	Instrument engineering	199.6	245.9	261.9	329.7	409.2	527.5	639.4	784.2	174.8	196.4	188.3	186.2	213.4
1970 prices														
351	Photographic and copying equipment	55	69	72	97	93	97	109	117	29	32	29	25	31
352	Watches and clocks	10	12	12	15	19	19	17	20	5	4	5	5	6
353	Surgical instruments and appliances	20	26	28	35	41	45	41	46	10	12	11	11	11
354	Scientific and industrial instruments	114	123	125	144	167	180	188	197	48	52	48	47	50
Order VIII	Instrument engineering	200	229	236	291	320	342	355	380	93	101	93	88	98

Table 5 **Employees in employment: Great Britain**

Thousands, monthly averages

MLH		Mid-year count 1970	1971	1972	1973	1974	1975	1976	1977	1976 Q2	1976 Q3	1976 Q4	1977 Q1	1977 Q2	1977 Q3	1977 Q4
351	Photographic and document copying equipment	13	14	13	14	13	12	12	12	12	12	12	12	12	12	12
352	Watches and clocks	14	14	13	13	15	15	13	12	13	12	12	12	12	12	12
353	Surgical instruments and appliances	28	31	28	27	29	28	28	28	28	28	28	28	28	28	27
354	Scientific and industrial instruments and systems	107	106	101	105	102	98	96	97	96	96	97	97	97	99	98
Order VIII	Instrument engineering	161	164	156	159	159	154	148	149	148	148	149	148	149	150	150
	Total manufacturing industry	8 164	7 886	7 655	7 700	7 719	7 376	7 176	7 241	7 124	7 193	7 237	7 215	7 229	7 273	7 248

Engineering industries: indices of production up to March

See text on following page.

Indices of production for engineering industries

Seasonally adjusted volume indices

MLH		1970 = 100 Weight (percentage)	1975	1976 p	1977 p	1976 1st qtr p	1976 2nd qtr p	1976 3rd qtr p	1976 4th qtr p	1977 1st qtr p	1977 2nd qtr p	1977 3rd qtr p	1977 4th qtr p	1978 1st qtr[1] p
3310	Agricultural machinery	1.05	113.7	108.9	104.8	106.7	105.7	106.8	116.5	113.2	96.0	103.3	106.6	104.2
3320	Machine tools	4.01	73.6	60.8	59.3	64.5	59.8	57.9	61.0	59.9	58.2	58.9	60.2	57.4
3331	Pumps	1.02	123.6	132.8	139.1	130.8	132.3	131.7	136.5	139.0	140.7	136.6	140.1	145.8
3332	Valves	1.49	106.6	98.8	100.9	96.1	96.4	96.6	106.2	106.4	92.8	107.0	97.3	97.1
3333/4	Compressors	1.85	109.0	103.7	108.9	102.6	105.1	101.1	106.1	108.7	106.2	107.7	113.1	118.2
3340	Industrial engines	1.61	125.6	127.2	137.0	131.3	134.9	121.6	121.1	139.9	133.8	134.9	139.2	138.0
3350	Textile machinery	2.25	111.7	75.2	51.9	88.6	78.6	68.8	64.9	55.4	46.7	47.0	58.4	45.6
3360	Construction equipment	2.82	127.8	125.7	128.1	125.5	129.8	124.1	123.4	143.4	123.7	123.9	121.3	120.0
3370	Mechanical handling equipment	3.47	116.2	104.6	103.8	105.1	104.8	104.1	104.5	109.7	105.5	105.6	94.3	98.5
3380	Office machinery	2.03	103.6	103.2	109.0	98.0	101.0	100.1	113.6	108.7	103.6	106.8	116.8	[2]
3391	Mining machinery	1.04	169.2	158.5	147.4	166.8	162.1	154.8	150.1	135.7	145.7	144.4	163.8	176.9
3392	Printing and paper machinery	1.02	83.9	76.0	75.6	73.2	76.4	81.2	73.4	77.7	76.2	74.5	74.1	82.2
3393/4	Refrigerating and space-heating machinery	2.32	99.2	93.4	91.5	93.5	91.2	93.8	95.0	96.9	93.0	90.7	85.6	92.9
3395/6	Weighing machinery and power tools	1.08	102.8	102.0	105.5	93.8	101.8	112.6	100.0	102.8	105.4	100.0	107.7[3]	[2]
3397/8	Food processing machinery: packaging machinery	1.53	129.4	123.1	114.1	129.6	127.5	125.4	110.0	116.4	114.9	122.7	102.2	111.9
3399	Other non-electrical machinery	4.99	84.8	80.9	82.5	80.3	88.8	77.2	77.5	93.5	79.3	76.8	80.3	88.9
3414	Constructional steelwork	3.11	120.5	106.9	92.5	111.4	108.3	105.9	102.2	96.3	89.9	92.1	91.6	93.6
3415	Industrial plant and fabricated steelwork	7.92	88.0	86.5	76.2	92.5	84.8	87.9	80.6	76.7	77.2	78.8	72.0	75.6
3491	Ball, roller and plain bearings	3.17	109.9	107.8	105.1	103.6	108.7	107.8	111.1	109.3	105.6	103.1	102.3	102.0
	Other mechanical engineering	7.40	105.0	96.8	95.0	99.6	98.1	94.4	95.2	97.1	97.8	95.0	89.8	96.9
	Mechanical engineering	55.16	104.2	97.3	94.1	99.2	98.6	96.1	95.5	97.7	93.1	93.4	92.1	94.1
3510	Photographic and copying equipment	0.80	96.1	94.4	94.9	86.4	96.6	89.2	105.6	93.3	97.1	98.2	91.0	121.4
3520	Watches and clocks	0.53	144.7	129.3	126.3	128.6	124.1	129.9	134.6	119.8	116.5	138.6	130.3	124.2
3530	Surgical instruments	1.18	136.7	122.4	119.1	120.6	126.2	119.1	123.8	121.8	117.5	118.5	118.8	120.0
3540	Scientific and industrial instruments	5.69	115.6	112.6	116.7	110.2	112.6	110.7	117.2	114.3	118.2	115.3	119.1	115.4
	Instrument engineering	8.19	118.5	113.3	115.5	110.6	113.7	111.0	118.1	113.7	115.9	115.6	117.0	117.2
3610	Electrical machinery	7.25	97.9	95.2	99.7	93.7	96.3	95.5	95.2	98.9	98.6	101.9	99.4	107.1
3620	Wires and cables	2.91	93.5	95.4	98.8	90.5	95.0	95.5	100.8	103.0	97.3	100.4	94.4	94.0[4]
3630	Telecommunications	3.28	114.4	100.4	83.5	109.2	106.3	96.8	89.1	83.7	81.5	86.0	82.8	76.4
3640	Electronic components	5.48	111.7	113.5	126.3	104.9	113.2	112.9	122.8	125.8	127.3	124.3	127.8	132.1
3651	Records and tapes	0.42	197.4	188.8	194.4	187.0	199.7	185.3	183.0	216.8	196.5	172.3	191.9	209.2
3652	Broadcasting equipment	2.75	168.5	156.5	150.9	135.7	150.2	165.0	175.1	146.9	134.5	163.5	158.8	154.1
3660	Computers	1.43	158.8	168.1	198.0	168.5	158.0	169.0	177.0	178.4	186.0	224.6	203.0	190.8[4]
3670	Electronic capital goods	4.30	97.1	101.4	112.4	97.9	101.4	102.1	104.4	110.7	109.8	111.9	117.4	114.9
3680	Domestic electrical appliances	2.99	134.4	123.1	124.3	116.5	113.9	129.8	132.0	137.5	113.0	125.9	120.7	118.0
3691	Electric parts for vehicles	1.90	95.8	96.7	91.5	98.2	98.0	95.0	95.6	96.8	100.4	77.3	91.7	103.1
3692/3	Batteries	1.46	117.2	117.7	115.8	119.9	126.9	115.0	109.1	122.3	105.8	116.8	118.3	122.5
3694	Lamps and other electrical	2.50	97.2	93.4	96.2	91.8	93.7	93.5	94.5	97.9	96.7	95.9	94.3	106.0
	Electrical engineering	36.65	113.4	110.8	114.4	107.1	110.4	111.5	114.0	115.2	111.2	115.9	115.2	116.2
	Combined engineering	100.00	108.7	103.6	103.3	103.0	104.1	102.9	104.1	105.4	101.6	103.5	102.6	104.1

[1] Averages if for other than a calendar quarter should not be compared with those in the preceding column; the estimates are not independent and are subject to erratic variation and later revisions. Comparisons with earlier quarters provide more reliable guides to recent trends. [2]Later figures not available owing to insufficient response. [3]The figure shown is the average for September to November. Later figures not available owing to insufficient response. [4]The figure shown is the average for December to February. Later figures not available owing to insufficient response. [5]The figure shown is the average for November to January. Later figures not available owing to insufficient response. p Provisional.

Engineering industries' indices of production

See table previous page

Provisional figures for the output of the combined engineering industries indicate that following the generally declining trend last year there was some improvement between the fourth quarter and the first quarter of this year, although not to the level of the first quarter of 1977. On this basis, both mechanical and electrical engineering showed a limited increase in production, 2 per cent and 1 per cent respectively; within the sectors there was a wide variety of experiences.

Significant contributions to the rise in mechanical engineering production were made by all the subdivisions of MLH 339, mostly heavy capital equipment (no reliable first quarter 1978 figures are yet available for 3395/6). Pumps compressors and fluid power equipment, mechanical handling equipment, and the mixed category of other mechanical engineering were among the other industries recording increases. Although there were falls recorded in a few industries, these were small, with the exception of textile machinery. The sharp decline in the output of this industry was checked by an improvement in the fourth quarter of last year, but this was followed by a further setback in the first quarter.

Although the trend of output of the instrument engineering industry has been rising slowly since the beginning of 1976, the first quarter of 1978 showed virtually no change on the last quarter of 1977. The main increase came in production of photographic and document copying equipment. Output of the scientific and industrial instruments industry fell, as did that of watches and clocks the latter from a high level achieved in the third quarter of last year. (See page 762).

Electrical machinery, records and tapes, electrical equipment for vehicles, and lamps, lighting accessories etc. were among the industries in electrical engineering recording improvements in output between the fourth and first quarters. Falls from a high level reached towards the end of last year were noticeable in telecommunications, broadcasting equipment, computers, electronic capital goods and domestic electrical appliances.

Inquiries: On the article and the statistics: Mr I. P. Tutt, Branch EcS 3A, Department of Industry, Room 618, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 5770. Requests for quarterly indices for past years: Mr P. Coulson, Branch 5, Central Statistical Office, Great George Street, London SW1P 3AG, tel. 01-233 7239.

Films Act 1960: combination of quota periods

Close Encounters of the Third Kind.

The Department of Trade, after consulting the Cinematograph Films Council and upon the application of Orr Enterprises Ltd, has issued a direction that for the following cinema the years 1978 and 1979 may be combined as a single quota period, provided that the foreign film 'Close Encounters of the Third Kind' is exhibited for a continuous period of at least eight weeks and one day:

The Arcadian Cinema, Morecambe.

Index of industrial production for April

The latest figures, for April, suggest that the underlying level of industrial production rose slightly in recent months.

Before any adjustment (apart from regular seasonal factors) the provisional estimates show that the average level of the all-industries' index in the period February to April 1978 was about 1½ per cent above its level in the preceding three months; the corresponding index for manufacturing alone was about 1 per cent above its level in the preceding three months. An analysis by broad market sector shows that, over the same period, the output of consumer goods industries rose by 1 per cent, the output of investment goods industries rose by ½ per cent, and the output of intermediate goods industries, which include fuels, rose by 3 per cent.

On longer-term comparisons, the all-industries' index in the period February to April 1978 was 5 per cent above the trough in the third quarter of 1975; the comparison for manufacturing industries shows a corresponding rise of about 4½ per cent. The all-industries' index in the latest three months was 1 per cent above its level in the same period a year ago; a similar comparison for manufacturing industries shows little change.

Many of the series used in compiling the index of production, in particular for the manufacturing industry, measure deliveries rather than production. Deliveries may differ from production in a given month because of movements in stocks of finished goods and work in progress. The quarterly figures shown below give a broad assessment of the all-industries index adjusted for this effect:

1977	1st qtr	103.2	1978	1st qtr	102.9
	2nd	102.3			
	3rd	102.3			
	4th	102.4			

The index numbers in the adjoining tables are all seasonally adjusted. The seasonal adjustment process is designed to remove annually recurring month to month variations due, for example, to the incidence of holidays and other regular seasonal patterns of

Index of industrial production: summary table

Seasonally adjusted — 1970 = 100

				Manufacturing Industries									
	Total all industries	All industries other than construction	Mining and quarrying	Total manufacturing industries	Food, drink and tobacco	Chemicals, coal and petroleum products	Metal manufacture	Engineering and allied industries	Textiles, leather and clothing	Other manufacturing	Construction	Gas, electricity and water
Weights	1 000	850	37	745	84	65	57	319	76	144	146	72
1971	100.1	99.8	100.0	99.4	100.7	102.3	91.3	98.7	102.2	100.8	101.8	103.8
1972	102.3	102.1	84.1	102.0	105.0	107.5	91.4	99.2	104.5	107.1	103.5	111.3
1973	110.0	110.5	92.6	110.5	109.3	119.5	100.0	107.2	110.2	118.9	107.9	118.1
1974	106.3	108.5	79.2	108.9	109.9	124.6	91.7	108.3	103.1	112.1	93.8	118.5
1975	100.6	103.1	85.9	102.2	108.8	113.3	78.6	103.1	99.7	102.2	86.1	120.3
1976	101.3	104.3	88.7	103.2	110.9	124.3	85.3	98.8	101.9	106.3	84.5	123.1
1977	102.5	105.9	103.6	103.8	112.3	127.9	80.6	99.4	101.3	107.8	83.2	128.1
1977												
1st qtr	103.2	107.1	102.4	105.3	112.7	129.0	83.9	100.4	104.7	109.6	80.8	127.5
2nd	101.9	105.4	104.0	102.9	111.2	128.5	80.5	98.7	100.2	106.1	81.7	131.1
3rd	102.7	105.9	104.7	103.7	110.2	128.1	83.3	99.6	100.7	107.5	84.3	128.8
4th	102.2	105.1	103.4	103.2	115.1	125.9	74.8	99.1	99.7	108.0	85.9	125.0
1978												
1st qtr	103.2	106.7	108.5	104.1	113.7	128.0	76.8	100.2	100.2	108.8	83.1	132.6
1977												
Apr	102.2	105.8	102	103.5	113	129	77	99	102	107		131
May	103.2	107.0	105	104.8	112	130	89	100	101	108		130
Jun	100.3	103.5	105	100.6	109	127	75	97	98	103		132
Jul	102.8	106.0	104	104.2	111	127	87	100	102	107		125
Aug	102.7	105.9	105	103.3	109	131	79	99	99	109		132
Sep	102.6	105.8	106	103.5	110	127	85	99	101	107		129
Oct	102.0	104.8	103	103.0	114	126	75	99	101	108		124
Nov	101.9	104.7	103	102.6	115	127	70	99	98	108		127
Dec	102.8	105.7	104	104.0	116	125	79	100	101	109		124
1978												
Jan	102.9	106.4	108	103.7	114	126	75	100	100	108		133
Feb	103.5	107.0	110	104.0	114	127	78	100	100	109		136
Mar	103.2	106.8	107	104.5	114	131	78	101	101	109		129
Apr p	104.8	108.5	111	105.5	115	128	81	101	102	110		138
Percentage change latest three months on:												
1 previous three months	1.3	1.7	4.5	1.2	−0.9	1.7	5.6	1.0	1.8	1.1		5.0
2 a year earlier	1.0	0.8	6.3	−0.1	0.8	−1.4	−2.2	0.7	−2.6	0.5		5.7

p Provisional.

Index of industrial production: detailed analysis

Seasonally adjusted 1970 = 100

	Mining and quarrying		Food, drink and tobacco		Chemicals, coal and petroleum products		Metal manufacture		Engineering and allied industries				
	Coal mining	Other mining and quarrying	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Ferrous	Non-ferrous	Total engineering	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering
Weights	30	7	52	32	7	58	43	14	182	100	15	67	16
1971	98.4	106.5	99.9	101.9	103.3	102.1	89.8	95.8	99.4	97.4	103.3	101.6	98.7
1972	76.4	116.3	104.0	106.5	102.5	108.1	89.4	97.3	99.1	93.6	101.9	106.6	89.5
1973	84.2	127.1	106.3	114.2	110.0	120.7	97.3	108.5	109.7	101.8	110.1	121.3	90.6
1974	70.0	117.1	104.5	118.8	106.0	126.9	87.7	104.2	113.1	106.2	117.8	122.6	92.4
1975	81.1	105.8	101.4	121.1	92.0	116.0	74.2	92.3	108.7	104.2	118.5	113.4	97.7
1976	74.7	146.4	103.7	122.7	96.5	127.8	82.0	95.5	103.6	97.3	113.3	110.8	92.0
1977	72.8	231.1	106.1	122.5	93.2	132.2	76.7	92.7	103.3	94.1	115.5	114.4	86.8
1977													
1st qtr	74.1	219.4	106.8	122.6	95.9	133.2	79.4	97.7	105.4	97.7	113.7	115.2	83.5
2nd	73.5	230.0	104.6	122.0	94.3	132.8	76.5	92.8	101.6	93.1	115.9	111.2	90.7
3rd	72.3	238.9	105.0	118.8	92.6	132.6	81.0	90.4	103.5	93.4	115.6	115.9	88.6
4th	71.2	236.2	108.1	126.8	90.2	130.4	69.9	90.1	102.6	92.1	117.0	115.2	84.4
1978													
1st qtr	73.5	253.1	106.5	125.5	90.9	132.7	72.6	89.5	104.1	94.1	117.2	116.2	87.8
1977													
Apr	74	221	107	122	94	133	71	96	102	94	116	111	89
May	74	235	105	122	94	134	88	92	102	93	116	111	93
Jun	73	235	102	121	95	131	71	90	101	92	116	112	90
Jul	73	231	105	122	94	131	85	91	103	93	116	115	81
Aug	72	242	105	116	92	135	75	88	104	94	116	116	95
Sep	72	244	105	118	92	131	82	92	104	93	115	117	90
Oct	72	234	106	127	88	130	70	91	102	92	116	116	79
Nov	71	235	109	126	87	132	65	88	103	92	117	115	91
Dec	71	240	109	128	95	129	75	91	103	93	118	115	83
1978													
Jan	73	252	108	124	89	131	70	90	104	94	117	116	85
Feb	74	260	105	127	88	132	75	88	104	94	117	116	89
Mar	74	247	106	126	96	135	73	91	104	94	117	117	89
Apr p	73	267	107	128	90	133	76	99	105	95	117	117	78
Percentage change latest three months on:													
1 previous three months	2.8	6.5	−2.2	1.0	1.1	1.8	6.5	3.3	1.5	2.0	0.1	1.2	−1.5
2 a year earlier	−0.4	15.5	−0.5	2.6	−5.6	−1.1	−1.4	−4.1	0.4	−1.7	2.8	2.6	−2.3

	Engineering and allied industries (cont)				Textiles, leather and clothing			Other manufacturing					
	Total vehicles	Motor vehicles	Other vehicles	Metal goods not elsewhere specified	Textiles	Leather, leather goods and fur	Clothing and footwear	Total bricks, pottery, glass, etc	Bricks, cement, etc	Pottery and glass	Timber, furniture, etc	Paper, printing and publishing	Other manufacturing industries
Weights	73	45	28	48	49	3	24	27	17	10	22	64	31
1971	100.2	100.5	99.7	93.3	100.6	103.0	105.4	108.4	107.0	110.5	103.0	97.3	99.8
1972	104.0	102.2	106.8	95.4	102.9	104.5	107.8	115.9	115.1	117.2	113.5	102.7	104.3
1973	107.6	104.6	112.6	102.9	108.6	101.4	114.6	126.6	123.8	131.1	132.6	112.1	116.7
1974	103.0	95.5	115.2	103.6	99.2	96.3	112.2	117.1	108.3	130.9	112.1	108.9	114.5
1975	95.3	87.8	107.6	95.0	93.8	98.3	112.2	107.9	99.7	120.8	110.2	95.6	105.5
1976	91.9	89.4	96.0	93.8	97.4	102.1	111.0	111.2	101.9	125.7	112.6	98.1	114.7
1977	93.3	94.6	91.1	98.4	93.7	97.8	117.6	108.9	95.8	129.4	105.4	102.3	120.1
1977													
1st qtr	92.6	94.0	90.4	98.6	98.7	104.7	117.2	109.5	96.4	129.9	110.2	103.0	122.9
2nd	94.2	96.1	91.1	97.2	92.5	95.8	116.6	107.9	94.1	129.4	100.6	101.3	118.6
3rd	92.8	93.3	91.9	98.6	92.6	95.6	117.9	110.3	95.6	133.3	104.4	101.1	120.3
4th	93.5	95.1	90.8	99.0	90.8	95.0	118.7	108.1	97.3	125.0	106.2	103.6	118.4
1978													
1st qtr	93.4	96.8	87.9	99.9	92.5	94.1	116.9	109.5	94.3	133.3	102.4	104.9	120.7
1977													
Apr	96	99	91	98	94	96	118	108	93	130	104	102	120
May	99	102	93	100	93	96	117	111	96	134	102	102	122
Jun	88	88	89	94	90	96	115	105	93	124	95	100	114
Jul	96	98	93	100	95	96	118	110	93	136	104	100	120
Aug	90	89	91	98	91	96	117	109	96	129	105	103	122
Sep	92	93	92	97	92	96	119	111	97	134	104	100	118
Oct	94	95	93	99	93	95	118	107	94	126	107	103	118
Nov	91	91	91	99	90	95	113	108	97	126	103	103	120
Dec	96	100	89	100	90	95	124	109	100	122	109	104	116
1978													
Jan	95	100	88	100	93	94	115	110	94	135	101	104	122
Feb	92	93	90	100	93	94	116	109	93	133	103	105	122
Mar	93	98	86	100	92	94	120	110	96	132	103	106	118
Apr p	96	101	87	103	95	93	120	110	94	135	109	106	121
Percentage change latest three months on:													
1 previous three months	−0.2	0.5	−1.5	1.6	2.5	−1.0	0.9	0.4	−2.6	4.1	0.8	1.7	0.6
2 a year earlier	0.7	3.3	−3.6	2.5	−3.7	−7.9	−0.2	0.5	−1.6	3.0	−2.7	2.9	−1.6

p Provisional.

behaviour. The adjustments, however, can in general only be derived from analysis of past experience and may not be completely appropriate when holiday patterns change sharply. Changes in recent years in the amount and incidence of industrial holidays taken between Christmas and new year's day and around the spring bank holiday may not be fully reflected in the seasonally adjusted estimates.

Inquiries: 01-233 7239.

Unemployment total continues to fall: mid June figures

Unemployed persons in Great Britain on 8 June, numbered 1 381 403 representing 5.9 per cent of the total employees. This figure includes 139 254 school leavers under 18 not yet employed.

The seasonally adjusted series shows that the number of unemployed in Great Britain excluding the school leavers was 1 304 600 (5.6 per cent of all employees), a decrease of 2200 since 11 May. In the last three months there has been a decrease on average of 11 900 a month.

Of the total unemployed in Great Britain, 276 000 had been unemployed for four weeks or less. It is estimated that about 984 000 were unemployed for more than 4 weeks, and were aged under 60.

The average number joining the unemployment register in the three months ending May was 363 000 per month compared with 347 000 in the three months ending February and 393 000 in the three months ending November 1977. The average numbers leaving the register in these three periods were 379 000, 353 000 and 384 000 per month respectively.

The average inflow of vacancies in the three months ending May was 218 000 per month compared with 200 000 in the three months ending February and 196 000 in the three months ending November 1977. The average outflows in the three periods were 215 000, 186 000 and 196 000 per month respectively.

The unemployment figures exclude adult students aged 18 and over, who are registered for temporary employment during a vacation and who intend to return to full-time education when the new term begins. On 8 June, these numbered 4585 in Great Britain and 6613 in the United Kingdom.

The unemployment figures do not include temporarily stopped workers – that is, those who had a job on the day of the count but were temporarily suspended from work on that day and were registered in order to claim benefits. These numbered 9113 in Great Britain and 11 354 in the United Kingdom – representing an increase on 11 May of 2018 in Great Britain and an increase of 2117 in the United Kingdom.

In the week ending 15 April, 39 000 operatives in manufacturing industries in Great Britain were on short-time working. Of these, 3000 were stood off for the whole week and 36 000 for part of the week. The figure compares with a total of 40 000 on short-time in the

week ending 11 March 1978. The short-time working figures include temporarily stopped workers.

Notified vacancies

The number of vacancies notified to employment offices in Great Britain remaining unfilled on 2 June was 225 949, an increase of 11 957 since last month. The number of vacancies notified to careers offices was 30 557, a decrease of 2670 since last month.

The seasonally adjusted series shows that the number of vacancies notified to employment offices in Great Britain was 215 500, an increase of 7400 since May 1978.

These figures do not represent the total number of vacancies in the economy, but only those vacancies notified by employers to local offices of the Employment Service Division of the Manpower Services Commission and to careers offices.

Inquiries: Watford 28500 ext. 403.

Average earnings in April and basic rates of wages in May

Indices of average earnings

Average earnings of employees in all industries and services in Great Britain are estimated to have risen by about 12.5 per cent between April 1977 and April 1978. This estimate is based on the new series of monthly index numbers of average earnings for the whole economy which was introduced from January 1976.

Over this 12-month period, average earnings in production and other industries covered by the older series, introduced from January 1963, increased by about 15 per cent.

The figures for recent months are:

New series (whole economy) Not seasonally adjusted

	Index January 1976 = 100	Percentage increase over previous 12 months
1977		
October	117.9	8.7
November	120.1	8.6
December	121.7	9.4
1978		
January	121.5	9.5
February	122.7	10.5
March	125.0	10.4
April p	127.2	12.5

p Provisional.

Older series (production industries and some services)

	Seasonally adjusted			Unadjusted index January 1970 = 100
	Index January 1970 = 100	Percentage increase Over previous month	Over previous 12 months	
1977				
October	295.8	1.6	9.6	296.6
November	300.5	1.6	10.3	304.5
December	304.8	1.4	10.6	304.8
1978				
January	306.3	0.5	10.2	306.5
February	311.2	1.6	11.5	311.0
March	314.8	1.2	11.2	317.3
April p	326.1	3.6	15.0	326.4

p Provisional.

Indices of basic rates of wages

At the end of May 1978, nationally negotiated basic weekly rates of wages of manual workers were on average 14.3 per cent higher than a year earlier. During May, the index of basic weekly rates increased from 257.0 to 257.7. The figures for recent months are:

	Indices, 31 July 1972 = 100		Percentage increases over previous 12 months	
	basic weekly rates	Basic hourly rates	Basic weekly rates	Basic hourly rates
1977				
31 December	232.9	234.3	5.8	5.8
1978				
31 January	236.5	237.9	6.3	6.3
28 February	237.7	239.2	6.4	6.4
31 March	238.2	239.7	6.4	6.4
30 April	257.0	258.5	14.4	14.4
31 May	257.7	259.3	14.3	14.3

The indices only take account of changes in nationally negotiated rates. The year-on-year increases consequently reflect that new national rates for engineering workers became effective in April after remaining unchanged from February 1976.

Inquiries: Watford 28500 ext. 319.

Release dates of economic statistics to be published in July

Information in this table is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in July. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Inquiries about individual series should be addressed to the source named.

Publication date and series	Method of release	Source
July		
3 Mon		
CBI monthly trends inquiry (June)	PN	CBI
Retail sales (May –final)	PN	Department of Trade
Hire purchase and other instalment credit business (May)	PN	Department of Trade
4 Tues		
UK official reserves (June)	PN	HM Treasury
Capital issues and redemptions (during the month of June)	PN	Bank of England
6 Thurs		
Housing starts and completions (May)	PN	Department of the Environment
7 Fri		
Personal income, expenditure and saving (1st qtr)	PN	CSO
Gross domestic product (1st qtr – rev)		
10 Mon		
Wholesale price index numbers (June – prov)	PN	Department of Industry
Appropriation account of industrial and commercial companies (1st qtr)	PN	CSO
11 Tues		
Central government financial transactions (including borrowing requirement) (June)	PN	HM Treasury
London clearing banks' monthly statement (mid-June)	PN	CLCB
UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-June)	PN	Bank of England
Provisional figures of vehicle production (June)	PN	Department of Industry
13 Thur		
Index of industrial production (May – prov)	PN	CSO
14 Fri		
Usable steel production (June)	PN	BSC/BISPA
Retail prices index (June)	PN	Department of Employment
Balance of payments current account and overseas trade figures (June)	PN	Department of Trade/ CSO
Building Societies' receipts and loans (June)	PN	BSA
17 Mon		
Retail sales (June – prov)	PN	Department of Trade
Cyclical indicators for the UK economy (June)	PN	CSO
18 Tues		
Unemployment (July – prov)		
Unfilled vacancies (July – prov)	PN	Department of Employment
19 Wed		
Basic rates of wages and normal weekly hours (June)	PN	Department of Employment
Monthly index of average earnings (May)		
20 Thurs		
Consumers' expenditure (2nd qtr – 1st preliminary estimate)	PN	CSO
Sector Financial Accounts (1st qtr)	PN	CSO
(a) Net acquisition of financial assets		
(b) Industrial and commercial companies and personal sector financial accounts		
UK banks' assets and liabilities and the money Stock (mid-June)	PN	Bank of England
London dollar and sterling certificates of deposit (mid-June)	PN	Bank of England
Construction – new orders (May)	PN	Department of the Environment
21 Fri		
Sales and orders in the engineering industries (Apr)	*Trade and Industry*	Department of Industry
New vehicle registrations (June)	PN	Department of Transport
23 Sun		
Department for National Savings' monthly progress report (June)	PN	Department for National Savings
25 Tues		
Bricks and cement production (June)	PN	Department of the Environment
27 Thurs		
Unemployment (June – final)	*Gazette*	Department of Employment
Employment in the production industries (May)		
Overtime and short-time working in manufacturing industries (May)		
Stoppages of work due to industrial disputes (June)		
Quarterly estimates of employees in employment (March)		
Car and commercial vehicle production (June – final)	PN	Department of Industry
Energy Trends	PN	Department of Energy

PN Press notice.

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Machine tool export orders continue to fall

Metal-working machine tool sales and orders in March

A further increase in the current value of metal-working machine tool sales is shown in provisional statistics for the months up to and including March. Allowing for inflation and seasonal changes, overall activity has risen slightly in recent months; there is, however, a wide variation between firms. The current values of new orders received have continued to exceed the level of sales and although home orders-on-hand have continued to grow in recent months, export order books have tended to decline. Home new orders were 20 per cent higher at current prices than a year earlier, but the inflow of export new orders has been very weak in recent months, even before allowing for price increases.

The estimate for employment in March was unchanged at 51 500.

Recent trends

The provisional estimate for March 1978, together with the estimate for January and February, show that sales of machine tools by UK manufacturers in the first quarter rose by 5 per cent in current value terms over the level in the previous quarter and by 18 per cent over the first quarter of 1977. These figures include the effects of price increases and seasonal changes. After allowing for these the volume of sales was probably a little higher than the level in the previous quarter. Compared with a year earlier the volume of sales was slightly higher. The recent increase of 5 per cent derives from a 6 per cent rise in home sales and a 4 per cent rise in sales for export.

The overall intake of new orders (net of cancellations) in the first quarter of 1978 was practically the same in value terms as in the previous quarter and 2 per cent lower than in the same period a year earlier. Total new orders, valued at £116 million in the first quarter exceeded sales in the same period by 1 per cent, hence total order books increased only slightly. An increase in orders from the home market of 2 per cent to £78 million was offset by a fall of 2 per cent in orders from abroad to £38 million. Compared with a year earlier, however, the inflow of orders from the home market was 20 per cent higher, but new export business fell by 29 per cent. Total new orders were therefore 2 per cent lower than in the first quarter of last year in current value terms, and considerably lower in volume.

Overall order books stood at £274 million at the end of March 1978, at the same level as in December, and 24 per cent higher than a year earlier. Home order books had been rising steadily through 1977 and, despite a slight fall in March, stood 52 per cent higher than a year earlier. The increase during the first quarter was 6 per cent. Export orders-on-hand have slipped back from the levels of last summer to £112 million at the end of March. They fell by 7 per cent during the first quarter and stand 2 per cent lower than a year earlier.

In terms of current activity the overall order book is sufficient to maintain the industry into the autumn.

Employment

Employment in the industry has been moving upward for a considerable time, however, there are still areas of weak demand and employment was little changed in March.

Adjustment of estimates

The monthly estimates up to and including September 1977 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted on the same basis of coverage and valuation as sales.

The monthly statistics will be published in the Business Monitor PM 332 and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

Inquiries on the published series should be addressed to the Department of Industry, Mechanical Engineering Statistics, Room 605, Dean Bradley House, 52 Horseferry Road, London SW1P 2 AG, tel. 01-212 0687.

Table 1 **Metal-working machine tools: orders and sales** £ million

	Sales			Orders outstanding [1]			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975	325.4	186.4	139.0	229.8	117.6	112.2	246.8	144.7	102.1
1976	351.6	206.9	144.7	199.5	102.0	97.5	321.3	191.3	130.0
1977	392.2	239.5	152.7	273.2	153.3	119.9	465.9	290.8	175.1
1976									
1st qtr	94.8	51.3	43.5	195.3	100.2	95.1	60.3	33.9	26.4
2nd	81.1	46.9	34.2	190.6	101.9	88.7	76.4	48.6	27.8
3rd	76.0	47.0	29.0	203.9	109.8	94.1	89.3	54.9	34.4
4th	99.7	61.7	38.0	199.5	102.0	97.5	95.3	53.9	41.4
1977									
1st qtr	97.7	60.3	37.4	220.3	106.2	114.1	118.5	64.5	54.0
2nd	91.2	56.6	34.6	253.2	134.5	118.7	124.1	84.9	39.2
3rd	94.0	57.6	36.4	266.9	142.0	124.9	107.7	65.1	42.6
4th	109.3	65.0	44.3	273.2	153.3	119.9	115.6	76.3	39.3
1978									
1st qtr p	115.3	69.1	46.2	274.0	161.9	112.1	116.1	77.7	38.4
1977									
January	34.3	20.9	13.4	206.3	101.3	105.0	41.1	20.2	20.9
February	28.8	17.3	11.5	212.6	106.1	106.5	35.1	22.1	13.0
March	34.6	22.1	12.5	220.3	106.2	114.1	42.3	22.2	20.1
April	27.2	16.7	10.5	227.9	111.0	116.9	34.8	21.5	13.3
May	33.5	21.5	12.0	239.5	121.4	118.1	45.1	31.9	13.2
June	30.5	18.4	12.1	253.2	134.5	118.7	44.2	31.5	12.7
July	28.1	18.6	9.5	260.6	136.7	123.9	35.8	21.1	14.7
August	29.5	18.8	10.7	262.2	137.7	124.5	30.8	19.6	11.2
September	36.4	20.2	16.2	266.9	142.0	124.9	41.1	24.4	16.7
October	35.2	19.9	15.3	271.1	149.4	121.7	39.4	27.3	12.1
November	36.9	21.5	15.4	272.3	150.8	121.5	38.1	22.9	15.2
December	37.2	23.6	13.6	273.2	153.3	119.9	38.1	26.1	12.0
1978									
January	34.6	20.6	14.0	276.1	158.0	118.1	37.5	25.3	12.2
February r	38.4	23.4	15.0	281.8	163.6	118.2	44.1	29.0	15.1
March p	42.3	25.1	17.2	274.0	161.9	112.1	34.5	23.4	11.1
Three monthly totals:									
Jan-Mar 1978	115.3	69.1	46.2	274.0	161.9	112.1	116.1	77.7	38.4
Oct-Dec 1977	109.3	65.0	44.3	273.2	153.3	119.9	115.6	76.3	39.3
Jan-Mar 1977	97.7	60.3	37.4	220.3	106.2	114.1	118.5	64.5	54.0
Percentage change latest three months on:									
1 Previous three months	+5	+6	+4	—	+6	−7	—	+2	−2
2 A year earlier	+18	+15	+24	+24	+52	−2	−2	+20	−29

[1] The values for orders outstanding relate to the ends of the periods shown. p Provisional. r Revised.

Table 2 **Metal-working machine tools: employment**

Thousands

1975		**1977**	
1st qtr	54.0	1st qtr	51.0
2nd	53.0	2nd	51.0
3rd	52.2	3rd	51.6
4th	52.0	4th	52.0
1976		**1978**	
1st qtr	51.2	1st qtr p	51.5
2nd	50.3		
3rd	50.8	**1977**	
4th	50.9	Nov	51.9
		Dec	52.0
		1978	
		Jan	51.6
		Feb	51.5
		Mar p	51.5

Guide to government statistics

See centre pages
Trade and Industry
13 January 1978

Wool textile industry: output in March and exports in first quarter

The volume of production in the wool textile industry (as measured by the seasonally-adjusted index of production) in March 1978 was 9 per cent less than in March 1977. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January to March 1978 woven fabrics (excluding blankets) were 7 per cent lower than the period January to March 1977; deliveries of worsted yarns (excluding semi-worsted yarn) were 10 per cent lower. Production of wool and hair tops was 11 per cent less and that of man-made fibre tops was 16 per cent less.

Inquiries: 01-212 0017 or 01-212 6474.

Cotton industry: production in April

Statistics issued by the Textile Statistics Bureau show that in January-April 1978 the amount of cloth woven was 4 per cent lower than in January-April 1977. Production of single yarn decreased by 12 per cent and doubled yarn decreased by 16 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn [1]		Doubled yarn		Woven cloth	
	Cotton yarn [2]	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg				million m	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3		85.0	559.1	479.8
1972	121.4	81.7		75.4	513.0	469.8
1973	115.4	92.5		82.1	453.2	502.3
1974	101.3	87.7		74.7	409.5	505.3
1975	94.4	76.4		68.4	405.4	503.0
1976	106.9	76.1		69.4	374.5	492.9
1977	98.1	77.6		69.8	368.3	497.5
1977						
Jan	2.2	1.7		1.5	7.7	10.3
Feb	2.3	1.7		1.6	7.9	10.7
Mar [3]	2.2	1.8		1.6	7.9	10.7
Apr	1.7	1.4		1.2	6.3	8.8
May	2.3	1.9		1.6	7.9	11.1
June [3]	1.5	1.2		1.1	6.9	8.8
July	1.6	1.2		1.2	4.3	7.5
August [3]	1.9	1.5		1.4	7.6	9.5
Sep	1.5	1.2		1.2	6.3	9.0
Oct	2.0	1.6		1.4	7.9	10.5
Nov [3]	2.0	1.6		1.4	7.8	10.2
Dec	1.4	1.1		1.0	5.9	7.6
1978						
Jan	2.0	1.5		1.3	7.7	10.0
Feb	2.0	1.6		1.3	8.0	10.0
Mar [3]	1.6	1.2		1.1	6.8	8.2
Apr	2.0	1.6		1.3	8.2	9.4

[1] Spun in cotton industry. [2] Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. [3] Average of five weeks.

Output in the wool textile industry

	Consumption	Production			Deliveries			
		Tops				Woven fabrics (excluding blankets) [1]		
	Raw wool (clean weight)	Wool and hair	Man-made fibres	Woollen yarn [1]	Worsted yarn [2]	Woollen	Worsted	Blankets [3]
	million kg					million sq m		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1976	119.7	56.5	47.2	108.0	80.8	73.6	69.4	22.8
1977	113.6	52.3	45.3	105.7	81.2	75.5	71.3	22.2
1976								
1st qtr	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd	30.5	14.5	12.1	27.9	20.3	19.6	16.9	4.4
3rd	27.6	13.4	10.6	23.7	18.2	19.4	16.9	5.2
4th	30.6	14.6	13.0	27.0	21.7	17.9	17.5	6.5
1977								
1st qtr	32.4	15.3	12.6	29.0	23.1	19.6	18.8	6.7
2nd	29.8	13.9	11.9	27.2	20.2	21.1	18.1	4.8
3rd	24.5	11.1	10.4	23.0	17.5	19.7	16.4	4.4
4th	26.8	12.0	10.4	26.5	20.4	18.4	18.0	6.2
1977								
January	10.3	5.0	4.0	9.0	7.2	5.8	5.9	2.4
February	10.2	4.8	4.0	9.1	7.5	6.2	6.0	2.2
March	11.9	5.5	4.6	10.8	8.4	7.6	6.9	2.1
April	9.6	4.6	3.8	8.6	6.4	6.6	5.7	1.7
May	11.1	5.2	4.7	10.0	7.6	7.4	6.6	1.6
June	9.1	4.1	3.4	8.6	6.2	7.1	5.8	1.5
July	7.9	4.2	3.9	6.5	5.6	6.0	5.2	1.1
August	7.6	2.9	2.9	8.4	5.4	6.5	5.2	1.6
September	9.0	4.0	3.6	8.2	6.5	7.2	6.0	1.7
October	9.1	3.9	4.4	9.2	7.1	6.9	6.4	2.0
November	9.7	4.3	3.6	9.5	7.4	6.7	6.5	2.1
December	8.0	3.6	2.4	7.8	5.9	4.8	5.1	2.1
1978								
January	9.7	4.5	3.0	9.3	6.9	6.0	5.8	2.2
February	9.5	4.5	3.1	8.8	6.7	5.9	6.0	1.5
March		4.6	4.5	9.6	7.2	6.6	5.5	2.1

[1] Estimated. [2] From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished an the small quantities involved were divided between the worsted yarn headings. In March deliveries of semi-worsted yarn were D million kg. [3] Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, wove worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

	Total	Wool tops [1]		Yarns		Woven fabrics [2]		Other wool textile products [3]
	£m	£m	Mn kilos	£m	Mn kilos	£m	Mn sq m	£m
1968	114.80	23.94	25.44	20.44	14.34	66.14	69.42	4.28
1969	125.41	26.55	26.01	23.32	16.08	71.08	69.46	4.45
1970	117.25	20.38	21.08	23.37	15.85	70.00	62.51	3.50
1971	106.82	16.28	18.66	23.28	15.88	62.57	54.30	4.70
1972	118.49	19.80	20.51	27.28	18.13	66.48	56.32	4.93
1973	172.32	38.06	21.36	36.95	18.28	91.08	60.39	6.24
1974	180.44	26.15	16.15	41.56	15.56	105.84	52.80	6.89
1975	165.22	28.53	16.19	37.42	13.83	92.08	43.33	7.20
1976	219.07	50.55	20.71	56.03	17.04	104.28	44.58	8.21
1977	294.82	56.92	17.43	77.53	18.02	151.29	51.81	9.08
1975								
1st qtr	36.93	5.19	4.04	8.33	3.07	21.79	10.43	1.62
2nd	42.17	6.97	3.30	9.36	3.54	24.27	10.77	1.57
3rd	41.80	7.98	4.47	8.66	3.17	23.76	11.86	1.40
4th	44.32	8.39	4.38	11.07	4.05	22.26	10.27	2.61
1976								
1st qtr	43.48	10.96	5.06	11.13	4.04	19.52	9.30	1.87
2nd	56.27	13.35	5.34	13.70	4.36	27.41	11.65	1.82
3rd	55.38	11.64	4.42	13.57	3.98	28.22	12.21	1.95
4th	63.94	14.59	5.89	17.64	4.66	29.14	11.42	2.57
1977								
1st qtr	71.46	18.02	5.43	20.04	5.02	30.89	11.91	2.51
2nd	75.23	15.83	4.84	19.89	4.65	37.18	12.74	2.33
3rd	75.83	11.69	3.52	17.81	3.94	43.46	14.28	2.87
4th	72.30	11.38	3.64	19.79	4.41	39.76	12.88	1.37
1978								
1st qtr	71.00	12.98	4.10	19.11	4.29	36.76	11.62	2.15

[1] From the first quarter 1976 figures are not strictly comparable with previous periods. [2] Excluding mechanical cloths fro January 1970. [3] Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen an worsted felts; and other made-up textile articles, not individually specified in the export list, of sheeps' or lambs' wool or fine anim hair. Other commodities of, or containing, wool or animal hair not included in the table: sheeps' or lambs' wool and fine or coars animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; wove fabrics predominantly of man-made fibres containing sheeps' or lambs' wool or fine animal hair.

Production of man-made fibres in April

In the three months ended March 1978 the volume of production of man-made fibres, seasonally adjusted, was estimated to have been 28 per cent more than in the three months ended December 1977. Total production by weight of man-made fibres in January-April 1978 was 8 per cent lower than in January-April 1977, output of continuous filament decreased by 8 per cent and staple fibre decreased by 7 per cent.

Inquiries: 01-212 0017 or 01-212 6474.

Man-made fibre production

Thousand metric tonnes

	Total	Continuous filament (singles)	Staple fibre
1968	539.1	241.8	297.4
1969	553.9	252.5	301.5
1970	599.4	257.6	341.9
1971	613.1	276.4	336.7
1972	626.5	264.0	362.5
1973	730.8	305.6	425.3
1974	627.6	271.0	356.6
1975	562.5	246.5	316.0
1976	618.4	270.7	347.7
1977	551.8	239.3	312.5
1976			
1st qtr	159.8	70.0	89.8
2nd	157.5	69.7	87.7
3rd	140.4	62.4	78.0
4th	160.7	68.6	92.1
1977			
1st qtr	154.9	67.2	87.7
2nd	150.8	63.9	86.8
3rd	131.0	55.2	75.8
4th	115.1	53.0	62.1
1977			
January	49.1	20.9	28.2
February	50.3	21.8	28.5
March	55.5	24.5	31.0
April	52.3	20.8	31.5
May	47.7	21.5	26.2
June	50.8	21.7	29.2
July	49.5	20.8	28.7
August	37.6	16.0	21.6
September	43.9	18.4	25.5
October	43.5	18.2	25.4
November	36.8	17.9	18.9
December	34.8	17.0	17.8
1978			
January	44.2	19.1	25.1
February	47.6	19.0	28.7
March	58.2	22.5	35.7
April	48.3	19.1	29.2

Source: Production stats: Man-made Fibres Producers Committee. Index of production: Department of Industry.

Index of the volume of production

1970 = 100

	Actual	Seasonally adjusted
1968	87	
1969	92	
1970	100	
1971	106	
1972	107	
1973	127	
1974	111	
1975	101	
1976	112	
1977	100	
1976		
1st qtr	116	115
2nd	115	112
3rd	104	110
4th	115	113
1977		
1st qtr	114	113
2nd	108	106
3rd	92	97
4th	84	83
1977		
January	106	111
February	118	113
March	118	114
April	111	107
May	103	103
June	112	106
July	100	105
August	80	91
September	94	94
October	90	87
November	86	82
December	78	81
1978		
January	94	99
February	111	105
March	119	115

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, LondonSW1H 0ET, and *not* to HMSO

Office development permits: first quarter

Office development permits issued by the Department of the Environment in the first quarter of 1978 covered 4.8 million sq ft compared with 3.4 million sq ft in the first quarter of 1977 and a quarterly average of 3.5 million sq ft for 1977 as a whole. Forty-one permits were issued in the first quarter of 1978, nine less than in the corresponding quarter of 1977.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use of 3.7 million sq ft in the first quarter of 1978. This compares with 2.7 million sq ft for the corresponding quarter of 1977 and a quarterly average of 2.3 million sq ft for 1977 as a whole.

Seventeen of the 41 permits issued in the first quarter were for office development in Central London and covered 2.4 million sq ft; 15 covering 1.8 million sq ft were for development in Greater London excluding the centre; and five covering 0.3 million sq ft for development in the Metropolitan region outside Greater London. Four permits for a total floorspace of 0.3 million sq ft were issued in the part of the south east planning region lying outside the Metropolitan region.

Tables showing office development permits since 1965 appeared in *Trade and Industry*, 25 March 1977.

Inquiries: 01-212 8563.

Notes to tables

Application of controls. Control was applied to the Metropolitan region (Greater London and part of the south east region) from 5 August 1965, but with retrospective application to 5 November 1964 for some projects, and to the west Midland conurbation from 14 August 1965. In July 1966 control was extended to the remainder of the south east and west Midland regions and to the whole of the east Midland and East Anglia regions. In February 1969 East Anglia and rural parts of the Midlands were excluded and since December 1970 control has applied only to the south east region.

Modifications to controls. On 14 June 1977 the exemption limit for permits throughout the south east region was raised from 15 000 to 30 000 sq ft. Office development permits are not required for offices ancillary to industrial development covered by an appropriate industrial development certificate.

Definition of areas see *Trade and Industry*, 2 September 1977, page 432

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

Office development permits: sub-divisions of south east planning region

	Central London			Rest of Greater London			Total Greater London			Metropolitan region (excluding Greater London)			Total Metropolitan region			South east (excluding Metropolitan region)			Total south east		
		Thousand sq ft			Thousand sq ft			Thousand sq ft			Thousand sq ft			Thousand sq ft			Thousand sq ft			Thousand sq ft	
	No.	Gross	Relinquished	No.	Gross	Relinquished	No.	Gross	Relinquished	No.	Gross	Relinquished	No.	Gross	Relinquished	No.	Gross	Relinquished	No.	Gross	Relinquished
1975	64	4 883	448	106	5 414	442	170	10 297	890	86	2 258	51	256	12 555	941	46	1 319	113	302	13 874	1 054
1976	75	6 545	1 119	82	3 376	155	157	9 921	1 274	66	2 714	71	223	12 635	1 345	38	1 791	71	261	14 426	1 416
1977	57	5 674	328	53	5 210	224	110	10 884	552	36	1 960	37	146	12 844	589	19	1 226	10	165	14 070	599
1976																					
1st qtr	19	1 682	449	20	687	67	39	2 369	516	27	1 053	45	66	3 422	561	13	627	3	79	4 049	564
2nd	15	957	112	23	958	82	38	1 915	194	19	871	6	57	2 786	200	12	408	—	69	3 194	200
3rd	21	1 893	311	22	935	1	43	2 828	312	12	376	16	55	3 204	328	6	325	68	61	3 529	396
4th	20	2 013	247	17	796	5	37	2 809	252	8	414	4	45	3 223	256	7	431	—	52	3 654	256
1977																					
1st qtr	13	798	100	14	1 404	19	27	2 202	119	17	731	2	44	2 933	121	6	429	—	50	3 362	121
2nd	13	1 397	56	13	938	43	26	2 335	99	5	184	17	31	2 519	116	8	480	—	39	2 999	116
3rd	12	1 248	164	12	1 342	140	24	2 590	304	5	268	14	29	2 858	318	2	162	—	31	3 020	318
4th	19	2 231	8	14	1 526	22	33	3 757	30	9	777	4	42	4 534	34	3	155	10	45	4 689	44
1978																					
1st qtr	17	2 436	243	15	1 833	27	32	4 269	270	5	307	—	37	4 576	270	4	261	—	41	4 837	270

Motor vehicle production in May

Car production in the four weeks ended 27 May of 121 603 units (30 401 per week) was 13 per cent lower than the May 1977 level. In the first five months to May 1978, car production was 3 per cent higher than in the same period last year, production for export falling by 6 per cent while that for the home market rose by 9 per cent.

Commercial vehicle production of 37 814 units (9454 per week) was 3 per cent lower than the level in May 1977. Production in the first five months to May was 1 per cent lower than the corresponding period last year. Production for export fell by 13 per cent while production for the home market rose by 12 per cent.

The summaries which follow are based on the seasonally adjusted figures in table 2.

Cars

Car production in May of 106 000 units was 3 per cent below the average monthly level in 1977. Output in the three months March to May rose by 4 per cent compared with the preceding three months; within the total, production for export rose by 8 per cent while production for the home market rose by 1 per cent.

Commercial vehicles

Commercial vehicle production in May of 35 400 units was 7 per cent above the average monthly level in 1977. In the period March to May, output rose by 12 per cent compared with the preceding three months. Output for the home market rose by 18 per cent while that for export rose by 5 per cent.

Inquiries: 01-212 0788.

Table 1 Car and commercial vehicle production

Production figures of road motor vehicles cover complete vehicles, chasses with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1978	52								
1977									
1st qtr	13	180 813	149 558	330 371	25 413	51 826	57 676	109 502	8 423
2nd	13	209 665	161 386	371 051	28 542	49 299	51 945	101 244	7 788
3rd	13	166 116	104 554	270 670	20 821	44 036	41 832	85 868	6 605
4th	13	196 601	147 279	343 880	26 452	56 284	45 370	101 654	7 820
1978									
1st qtr	13	210 561	147 930	358 491	27 576	54 949	48 733	103 682	7 976
2nd	13								
3rd	13								
4th	13								
1977									
January	4	66 119	54 069	120 188	30 047	16 932	17 402	34 334	8 584
February	4	49 573	46 109	95 682	23 921	15 376	17 822	33 198	8 300
March	5	65 121	49 380	114 501	22 900	19 518	22 452	41 970	8 394
April	4	64 475	48 998	113 473	28 368	13 394	16 133	29 527	7 382
May	4	80 099	60 057	140 156	35 039	18 860	20 020	38 880	9 720
June	5	65 091	52 331	117 422	23 484	17 045	15 792	32 837	6 567
July	4	47 156	27 939	75 095	18 774	13 007	14 020	27 027	6 757
August	4	51 565	27 605	79 170	19 793	12 628	10 869	23 497	5 874
September	5	67 395	49 010	116 405	23 281	18 401	16 943	35 344	7 069
October	4	55 346	47 810	103 156	25 789	19 283	14 863	34 146	8 537
November	4	63 333	49 199	112 532	28 133	18 198	12 807	31 005	7 751
December	5	77 922	50 270	128 192	25 638	18 803	17 700	36 503	7 301
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665
March	5	78 044	61 086	139 130	27 826	22 854	19 057	41 911	8 382
April	4	68 388	50 721	119 109	29 777	18 802	16 169	34 971	8 743
May	4	76 240	45 363	121 603	30 401	20 824	16 990	37 814	9 454
June	5								

Note: From January 1978, Land-Rover estate vehicles are being recorded as commercial vehicles rather than as passenger cars. Figures for 1977 have been revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 Production seasonally adjusted

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	50	145	21.5	13.2	34.7
1974	78	50	128	19.3	14.2	33.5
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1978						
1977						
1st qtr	56	49	105	16.2	18.6	34.8
2nd	67	50	117	16.1	16.3	32.4
3rd	67	42	109	17.4	16.5	33.9
4th	61	47	108	17.5	14.3	31.8
1978						
1st qtr	68	49	117	17.5	16.2	33.7
1977						
January	63	58	121	17.6	19.1	36.7
February	52	47	99	15.4	17.9	33.3
March	54	43	97	15.6	18.6	34.2
April	70	52	122	14.6	17.6	32.2
May	69	53	122	18.1	17.8	35.9
June	63	45	108	15.7	13.5	29.2
July	64	41	105	16.8	16.6	33.4
August	66	36	102	17.6	16.7	34.3
September	70	50	120	17.8	16.1	33.9
October	55	48	103	18.1	15.2	33.3
November	58	46	104	17.1	12.8	29.9
December	70	46	116	17.1	15.0	32.1
1978						
January	65	47	112	17.2	16.3	33.5
February	68	44	112	15.9	15.2	31.1
March	69	57	126	19.5	16.9	36.4
April	71	50	121	19.5	16.8	36,3
May	66	40	106	20.2	15.2	35.4
Average of						
Dec 77-Feb 78	68	45	113	16.7	15.5	32.2
Mar-May 1978	69	49	118	19.7	16.3	36.0
Percentage change	+1	+8	+4	+18	+5	+12

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

Business Monitors

The following titles and issues of Business Monitors are now available:

PRODUCTION SERIES

Monthly at £4.32 each per year post free:

PM 491 Rubber for January-March 1978

Quarterly at £1.56 each per year post free:

PQ 33-36 Engineering for fourth quarter 1977

PQ 214 Bacon curing and meat and fish products for fourth quarter 1977

PQ 231 Brewing and malting for fourth quarter 1977

PQ 339.9 Miscellaneous (non-electrical) machinery for fourth quarter 1977

PQ 381.2 Trailers, caravans and freight containters for fourth quarter 1977

PQ 445 Women's and girls' light outerwear, lingerie, infants wear etc for fourth quarter 1977

PQ 475 Wooden containers and baskets for first quarter 1978

SERVICE AND DISTRIBUTIVE SERIES

Monthly at £4.32 each per year post free:

SD 1 Food shops for April 1978

SD 2 Clothing and footwear shops for April 1978

SD 3 Durable goods shops for April 1978

SD 4 Miscellaneous non-food shops for April 1978

SD 6 Instalment credit business of finance houses for April 1978

SD 8 Instalment credit business of retailers for April 1978

1977 Report on the Census of Production (price including postage shown in brackets).

PA 313 Iron Castings etc (91½p)

PA 450 Footwear (92p)

Cinema admissions and takings in March

During March, counted as a five-week period, the weekly average of admissions to cinemas in Great Britain was 2.69 million and the weekly average of gross box office takings was £2.39 million. The comparable figures for March 1977 were 2.12 million and £1.72 million.

Fewer forms for purchases inquiry

As part of the Department of Industry's campaign to reduce form filling, the Business Statistics Office will be issuing only 18 000 forms for the 1979 purchases inquiry compared with 23 000 for the previous survey in 1974, and 35 000 in 1968.

This was announced on 22 June by Les Huckfield, Parliamentary Under-Secretary of State at the Department of Industry with special responsibility for statistics, during a meeting with representatives of 50 trade associations whose members will be participating in the inquiry.

The purchases inquiry is held every five years to provide detailed information on industry's purchases, and it assists the government in the compilation of the wholesale price index numbers of purchases, and the input/output tables. The results are also used by industry to calculate cost escalation clauses, the revaluation of capital assets and stocks of material for inflation accounting.

Announcing the reduction Mr Huckfield said that inquiries such as this were essential for providing necessary economic data, but that the government was always prepared to discuss ways of reducing the burden of form filling.

Les Huckfield (right) with Derrick Dawes (left) of the British Paper and Board Industry Federation and Tudor Miles, British Steel Corporation, chairman of the CBI statistics working party.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 23 June 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
The Playbirds	BR/E 39644/25/6/83	94	19 June	Tigon Film Distributors Ltd	Roldvale Ltd
The Queen's Ships	BR/E 39645/25/6/83	28	19 June	United Artists Corporation Ltd.	Gerard Holdsworth Productions Ltd
Review No. 11 (31st year)	BR/E 39646/25/6/83	9	20 June	Data Film Distributors Ltd	The National Coal Board
The Medusa Touch	BR/E 39648C/25/6/83	107	20 June	ITC Film Distributors Ltd	Bulldog Productions Ltd. Iver Heath, and CITECA Productions, Paris
Snake Bite	BR/E 39651/25/6/83	11	21 June	New Realm Distributors Ltd	Longshot Film Productions Ltd
Movietone News 2559	BR/E 39407/25/6/83	8	23 June	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
Death Drive	EC 39647/25/6/83	110	20 June	Watchgrove Ltd	Medusa Distribuzione and Explorer Film International, Rome
Andrea	EC 39653/25/6/83	78	22 June	Columbia-Warner Distributors Ltd	Films Oniris and PECF, Paris
FOREIGN					
American Hot Wax	F 39649	92	21 June	Cinema International Corporation (UK)	Art Linson, California
You're Driving Me Crazy	F 39650	53	21 June	New Realm Distributors Ltd	Oppidan and New Realm, London
High Anxiety	F 39652	94	22 June	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, California
Opening Night	F39654	143	23 June	Miracle Films Ltd	Faces Distribution Corporation California

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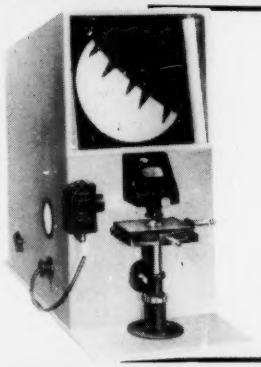

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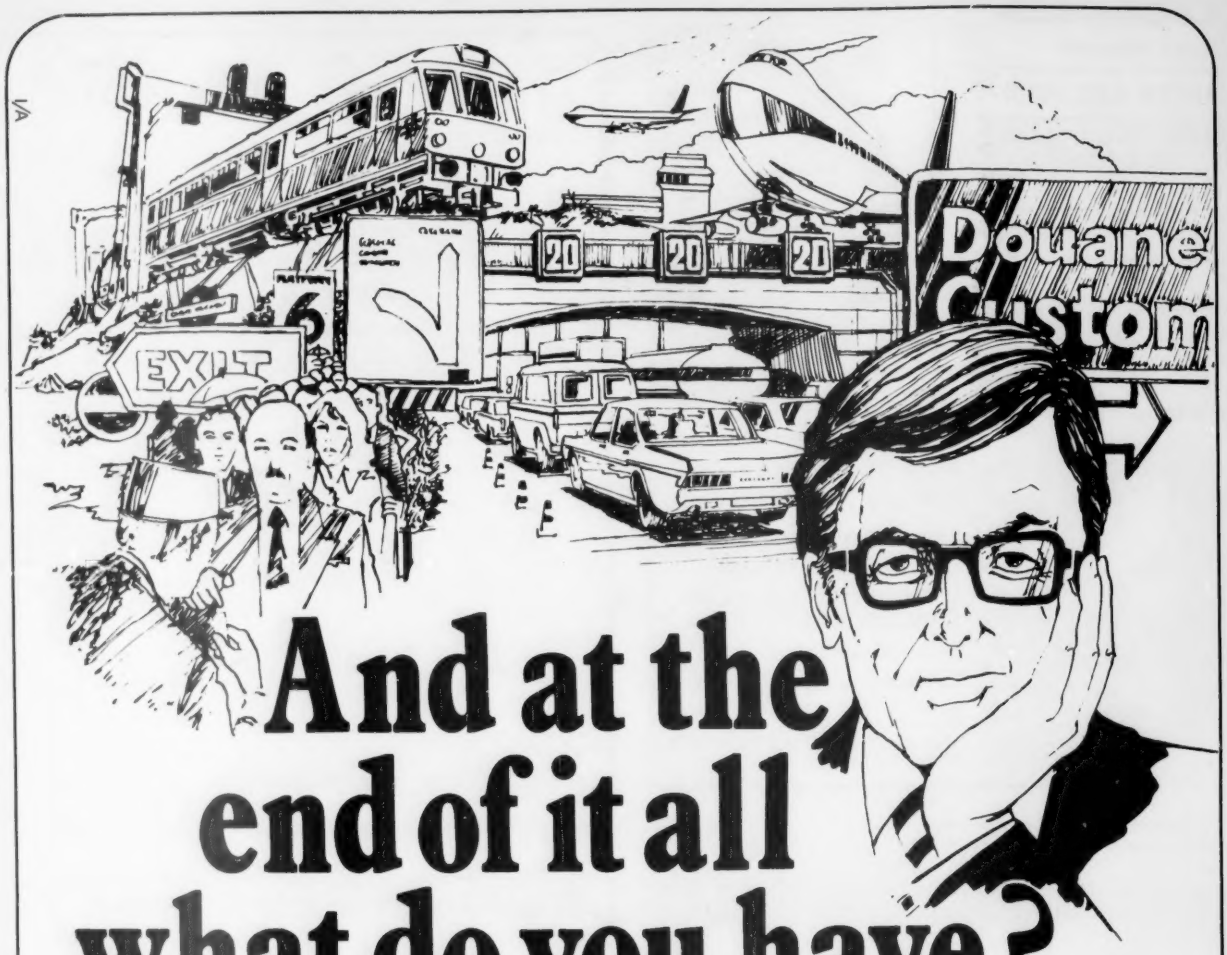

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